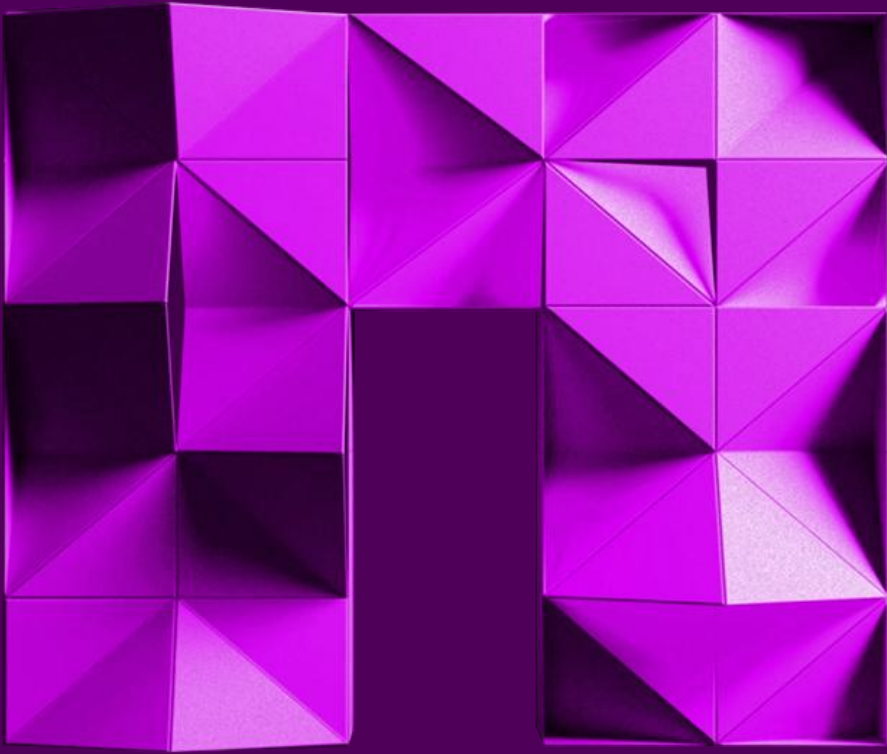




HI,
WE'RE
NETAPP

Panel interview guide

As part of our panel interview process, you may be asked to conduct a sales demonstration based on a topic of your choice. This guide is designed to help you prepare by offering insights into what to expect and how to approach the presentation portion of your panel (if applicable).

Please note: The sales demonstration, if applicable, is a verbal presentation and no additional materials (slides, handouts, etc.) are to be shared or presented. The focus is on how you communicate and engage.

We encourage you to thoroughly review the materials, practice your approach, and ensure you're prepared to deliver a clear, concise, and impactful presentation.

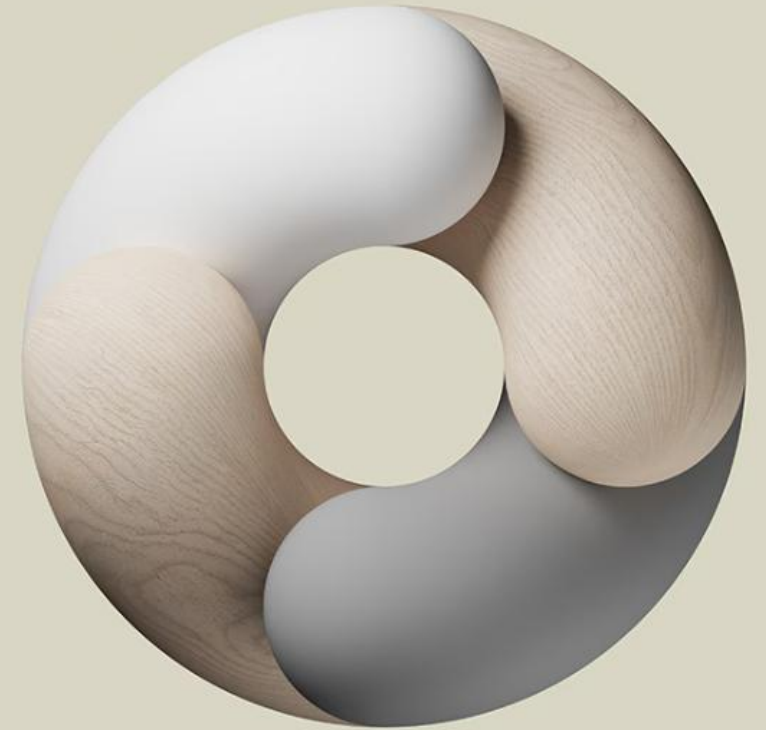
Action	Definition	Resources to use	Time limit
Interview length	60-minute panel interview that includes a sales demonstration.	N/A	60 minutes total
Introductions	Panel members will introduce themselves.	N/A	10 minutes
Sales demonstration	A verbal presentation on a topic or scenario of your choice (no IP or previous employer material is to be used).	Pick a topic or scenario with a key point to address.	10 minutes
Competency-based questions	Panel members will be using competency-based questions.	Interview tips	30 minutes
Q&A	Panel members may ask follow up questions from your demonstration and/or you may ask questions directly to the panel members.	N/A	10 minutes

Company

NETAPP COMPANY TIMELINE

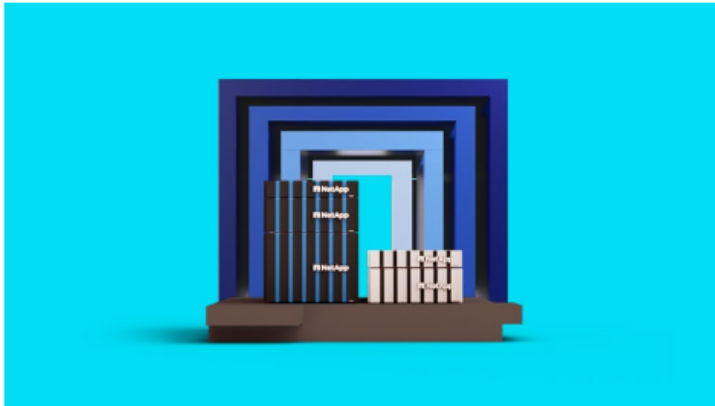
Making history for 30 years (and counting)

In 1992, when NetApp got its start, the internet was a very different—and much more unpredictable—place. Over the past thirty years, NetApp has helped the world's leading companies thrive by anticipating each wave of change and continuously providing industry-leading technology.



Our Portfolio

We combine unified data storage, integrated data services and CloudOps solutions to make your data infrastructure more seamless, more dynamic, and higher performing than ever before.



Unified data storage

Be free to store any data type and run any workload, simply and seamlessly across any environment.

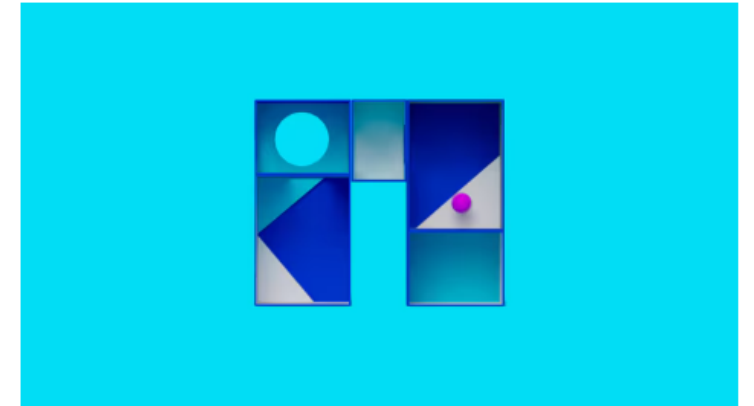
[Explore NetApp storage offerings](#)



Intelligent services

Step into the future with optimized infrastructure for high-performance workloads and unified storage, backed by industry-leading security.

[Check out intelligent services](#)



Solutions

Propel your intelligent data infrastructure forward with the leading solutions from NetApp.

[Discover NetApp solutions](#)

NETAPP SOLUTIONS: BY INDUSTRY

Our industry-specific data storage solutions, enhanced by strategic partnerships, address critical business challenges.

[NetApp Solutions By Industry | NetApp](#)





**NetApp makes data infrastructure
intelligent to turn a world of disruption
into opportunities for every customer**

Resources

Sales panel interview

Resources:

- Website: Visit www.netapp.com for comprehensive information about our products, services, and solutions.
- NetApp TV: Access www.netapp.tv to watch videos and gain a deeper understanding of NetApp's offerings.
- Interviewing at NetApp: [Interview prep guide](#)