



# Matt Thompson

Executive Vice President, Worldwide Field Operations  
Adobe



“If you do what’s right for your customer, good things will happen,” is Matt Thompson’s mantra. As Adobe’s executive vice president of worldwide field operations, Matt is relentlessly focused on customers—he spends a majority of his time meeting with them to discuss their approaches to digital transformation and illustrate how Adobe can help them be more successful.

Matt leads the global sales organization and Adobe’s customer-facing functions through his example of integrity and commitment to openly exchanging ideas. He pioneered daily all-employee Customer Spotlights, a series of internal customer case studies that highlight how customers are solving their business challenges with Adobe technology. And Matt is completely invested in hosting yearly in-person sales conferences because he believes there is nothing more important than bringing a global sales team together to set the stage for growth and delivering value to customers.

Matt grew up in Chicago, where he worked summer jobs at the local mall to earn money for college. He graduated from Northern Illinois University with a bachelor’s degree in marketing and management, and soon discovered that he’d rather spend his winters (and summers, springs and falls) in Northern California.

Matt’s sales career has spanned 35 years. He joined Adobe in 2007, and before that led sales teams at Borland, Marimba, Cadence Design Systems, Calico Commerce (acquired by PeopleSoft) and Electronic Data Systems.

Matt serves on the board of directors of NCR Corporation.

If Matt were not at Adobe, he would be a world-class basketball coach. Follow Matt on Twitter: [@matt\\_thomps](https://twitter.com/matt_thomps).

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