

SALES INTERN ROLE

At Sage Corps, we work with students to find the right role based on their experience, skills and qualifications. This intern role description will give you an idea of the type of responsibilities that will be assigned to you during the course of your program. The descriptions below are based on a previous startup role we've offered. However, please note that this internship will vary depending on the startup partners and available roles for that term.

About the Startup:

This startup creates innovative Business-to-consumer (B2C) packaging brands that reimagine the future of packaging to become more sustainable. With a clear focus on functional innovations that increase the durability, use plastic free alternatives and are easy to use in our daily lives, this startup launched a new kind of end consumer packaging brands. As a young company with a small team, each member is a specialist in their area with long experience in their field. Their offices are located at Impact Hub, an incubator of social and environmental entrepreneurs.

Internship Overview:

We are looking for an intern to join our sales team. Our sales approach uses platforms such as pipedrive and leadcamp to provide data for cold leads. We are looking for a person who can bring energy and momentum to our growing team and whose diverse skill set and natural sales abilities can continue to grow in a start-up environment.

Responsibilities:

- Assist in generating leads through various channels, such as cold calling, email outreach, and social media prospecting.
- Participate in sales calls and meetings with potential clients.
- Assist in the creation and delivery of sales presentations and pitches to potential clients.
- Use CRM software to update and manage customer information, track sales activities, and monitor the sales pipeline.
- Assist in the preparation of sales reports and analysis.

Qualifications:

- Currently enrolled in a college degree program, preferably in Business, Marketing, or a related field.
- Have previous experience with customer service (B2B or B2C)
- Ability to gain detailed product knowledge (technical)
- Strong communication and presentation skills.
- Ability to remain calm in fast-paced environments.