

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 above 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:

You will be joining a startup that 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 durability, use plastic-free alternatives, and are easy to use in daily life, the company has launched a new kind of end-consumer packaging brand. As a young company with a small team, each member is a specialist in their area with extensive experience in their field. The offices are located at Impact Hub, an incubator of social and environmental entrepreneurs.

Internship Overview:

As a sales intern, you will join the sales team. The sales approach uses platforms such as Pipedrive and Leadcamp to provide data for cold leads. You will bring energy and momentum to a growing team while developing your skills in a startup 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:

- You are currently enrolled in a college degree program, preferably in Business, Marketing, or a related field
- You have previous experience with customer service (B2B or B2C)
- You are able to gain detailed product knowledge (technical)
- You have strong communication and presentation skills
- You are able to remain calm in fast-paced environments