

We are in search of a Sales Development Intern

Phonism is the world's leading automation platform to deploy, manage, secure, and migrate SIP devices at scale. Phonism delivers a universal way to manage the complexities of multi-vendor device management with a powerful SaaS platform for anyone selling or supporting cloud communications solutions. We are currently searching for a Sales Development Intern.

The Role

This paid, part-time internship provides industry education and real-world, hands-on experience. This role has fantastic career potential and the privilege to collaborate with top telecom brands, strategic leaders, executives and customers. You'll have the opportunity to discover and engage with exciting prospects and be the driving force of targeted marketing initiatives.

Responsibilities

- ▶ Qualify leads from existing/ongoing marketing campaigns
- ▶ Contact potential clients (cold calls, email and social)
- ▶ Understand and convey value story
- ▶ Identify client needs and provide guidance on solutions
- ▶ Leverage market intelligence/research to focus efforts
- ▶ Set up meetings between prospective clients and Phonism
- ▶ Participate in career development education to accelerate personal sales/marketing skills and industry knowledge

Does this sound like you?

- ▶ Are you obtaining a bachelor's degree related to the fields of marketing, sales, communications, tech or business admin?
- ▶ Can you work a flexible 20+ hours/week around school commitments?
- ▶ Are you comfortable with multiple sales techniques?
- ▶ Do you have excellent written, verbal and negotiation skills?
- ▶ Are you able to deliver engaging presentations?
- ▶ Do you have a desire to thrive in tech or telecom?

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Interested? Fill out the form here.