Fora Financial

Title: Financial Services – Training & Development Internship Program

Location: New York, NY

Job Type: Internship

Compensation Type: Hourly Wage: TBD

Start Date: 5/30/2017 End Date: 5/26/2017

Job Description: Fora Financial, located in NYC, is a leading financial services company providing working capital to small and mid-size businesses nationwide.

Established in 2008, we support small businesses in need of financing to sustain or grow their enterprise by providing innovative, customized, and flexible working capital solutions. We operate through a consultative approach, listening to customers and providing what best meets their needs in an ever-changing financial market. Fora Financial has provided over $600 million to more than 10,000 customers.

Much of the Fora Financials success is due to our experienced direct sales team. We pride ourselves on finding talented, self-starters and adding to their skill set. We are always looking to keep building our talent funnel.

The students selected for our internship program will be introduced to the Alternative Lending Landscape, interface with real prospects, work with best in class technical tools like Salesforce.com, and even having potential to make additional money through our internship bonus program!

Full time, paid internship with potential for bonuses through our Sales Internship Bonus Program!

Primary Responsibilities:

- Quick ramp up with Sales Bootcamp, learning about: Fintech landscape, Sales lifecycle, Buyers behaviors, Selling skills, Call Strategies, Objection Handling.
- Get assigned to a team.
- Work closely with Sales Manager for daily activity.
- Use techniques taught in the training program and apply them in real conversations with potential customers.
- Learn to use sales software programs like Salesforce.
- Underwriting workshops and basics.
- Fun team events.

Qualifications:

- A strong interest in learning how to be a successful sales person.
- Articulate, and well spoken, strong communicator.
- Results-driven and self-motivated.
- Works well in a team-environment.
- Strong work ethic and professional attitude.

**Application Instructions:** Please apply via our website.