Pride Products

Title: Sales and Marketing Intern

Location: Springfield, NJ

Job Type: Co-op/Internship

Compensation Type: Hourly \hspace{0.5cm} Wage: $10/hr

Start Date: 5/23/2016 \hspace{0.5cm} Application Deadline: 5/16/2016

Job Description: Intern will learn how to develop relationships with clients through sales calls and emails as well as strategic thinking on how best to develop and solidify customer relationships. In addition, interns will assist in various business development and administrative projects. They will also work closely with the owners of an 18-year-old business and participate in the 15th season of the Sales & Marketing Training Program.

Intern must be motivated and driven to make sales calls and be willing to go the extra mile for a client. Being bright, articulate and having a high-energy personality is key. Willingness to give feedback to colleagues and owners is necessary. Intern must take initiative, whether it be for correcting something or contributing ideas to help the growth of the company. Intern must be detail-oriented.

Primary Responsibilities:

- Identify new potential clients and generate sales inquiries
- Learn how to create business relationships
- Make cold and “warm” calls to potential and existing clients
- Learn how to use CRM software
- Assist with marketing strategies and execute marketing projects
- Order samples and prepare outbound boxes for prospective clients
- Assist in various daily office tasks

Qualifications:

- Excellent speaking skills
- Knowledge of Microsoft Office (Excel, Outlook and Word)
- Strong internet researching skills
- Demonstrated ability to stay organized in a fast-paced environment

Application Instructions: If interested, e-mail cover letter and resume: hiring@pride-products.com with “internship” in the subject line.