SUMMER SALES & MARKETING INTERNSHIP

Overview:

As a Summer Sales & Marketing Intern, you will spend 12 weeks in our Field Sales department, working within a District Sales Team. In this internship, you will work directly with our Sales team to gain an overview of the sales process and have the opportunity to directly contribute to our organization by identifying consumer and market opportunities. This program is an outstanding opportunity to learn more about the company and a career in sales. The contributions of our Summer Sales Interns are very valuable and put into use. At the end of your summer internship, you will be considered for a full-time employment offer from our company to begin upon graduation.

Duties and Responsibilities:

- Plan, set-up, and implement product demonstrations to potential customers
- Participate in strategy meetings involving competitive analysis, financial qualification, and sales techniques
- Accompany the Territory Sales Managers as they visit their retail accounts
- Participate in Event Marketing end-user programs such as trade shows, store openings and in-store events
- Prepare an analysis and presentation on a real, local business challenge

Qualifications:

- strong interest in pursuing a career in sales
- ability to communicate ideas that influence others
- ability to work effectively and professionally with customers and other employees
- ability to plan the use of time and resources efficiently
- ability to apply and enhance the company’s abilities to evaluate information
- ability to produce innovative, quality results
- ability to understand own impact on the organization
- strong work ethic
- exceptional verbal and written communication skills (face to face and phone)
- energetic, enthusiastic and able to handle rejection/set-backs
- resourceful in overcoming challenges and obstacles

NOTES and QUESTIONS to ask: