



THE INTERNSHIP CAMP®

BUSINESS DEVELOPMENT INTERN:

RESPONSIBILITIES:

- Market research, generate leads, prospecting through cold calls, setting up and attending sales calls and meetings, follow-up and CRM updates, direct sales of membership and sponsorship (for the assigned accounts), building and retaining relationship with existing clients.
- Assist in developing and updating all (events or webinars) marketing materials (in print and online)
- General assistance and organizational support to the BD department
- Perform Competitor analysis to identify ideas where our company can surpass the industry's competitors.

REQUIREMENTS:

- Motivated to work with tight deadlines and ambitious targets
- Passionate about closing deals under pressure and in a high pace environment (experience in corporate sales, customer facing role, B2B environment, membership and sponsorship sales is a plus)
- Outstanding communication skills (oral and written)
- Able to process large amount of information quickly and take decisions to solve problems
- Capable to work effectively in a team and independently when required
- Proficient in English (any other foreign language is an asset)
- Currently a student or graduating with a degree in Business, Marketing, Sales Management or similar
- Proficient in Microsoft Suite: Word, PowerPoint, Excel (experience with CRM software is an advantage)
- Eager to learn about the solar energy sector and B2B business development

This Internship is Unpaid.

Benefits: No

Duration of internship: 2months to 6 months

Start Date: 01 January 2022

Application Deadline: 15 December 2021

Location: Munich, Germany

If you are interested in this position, please send us your CV at piero.tuzzo@stsicily.it

*****Please do share with your contacts*****