

INTERSHIP FOR INSIDE SALES

Responsibilities :

- Source/Research new sales opportunities and responsible to do outbound cold calls and emails.
- Prospect call preparation including company background research and other pertinent lead information.
- Enter, update, and maintain information on leads, prospects, opportunities, and past leads.
- Assist clients to understand the company, and the solutions and services offering.
- Constantly identify ways to improve the current Sales process.
- Coordinate sales operations and assist in promotional events and activities.
- Continuous lead generation through market research and proper profiling required.
- Use of Linkedin and Sales Navigator.
- Constant cold calling to help the ISR team.
- Complete any ad-hoc task given by line manager.

Requirements :

- Minimum 3 months internship duration.
- Final year students studying IT/Computer Science or equivalent
- Prefer students who are looking to join our company full time after graduation
- Excellent written and verbal communication skills
- Ability to multi-task, organize, and prioritize work
- Passion for IT industry, and its best practices, have IT knowledge or from IT background will be an advantage.

Additional Information:

- Office Hours: Monday - Friday, 9am - 6pm
- Smart Casual Fridays
- Internship Allowance IDR 2, 000, 000 per month