

## **INTERNSHIP 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 tasks given by line manager.

### **Requirements:**

- Minimum 3 months internship duration.
- Final year students in any field.
- 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.
- Open to both local & international students and can communicate well in English

### **Additional Information:**

- Office Hours: Monday - Friday (9am - 6pm)
- Smart Casual Fridays
- Internship Allowance RM650 per month
- Walking distance to LRT Abdullah Hukum