

Business Development- Sales Internship at CivilCops

Duration of Internship – 2-4 Months

Starting Date – Immediately

No. of Openings – 2

Type of Internship – Remote

Stipend - INR 3,000 to INR 8,000 per month (performance based)

Perks – Certificate of Internship, Letter of Recommendation (if applicable)

Opportunity to receive offer for permanent job opportunity after completing 3-4 months

HOW TO APPLY - Write a mail to jobs@civildops.com along with your CV/Resume with the subject of the mail **"Business Development- Sales Internship at CivilCops"**.

About CivilCops:

CivilCops is a social intelligence organization for Smart Cities empowering citizens and facilitating Government Authorities to be more accessible, efficient and effective in public service delivery. We are bridging the data and knowledge gap between citizens and governments by establishing a seamless communication medium for citizen collaboration and a platform for Governments to increase service responsiveness and shaping service delivery to meet citizen's needs and wants.

CivilCops provides Artificial Intelligence powered chat and voice interfaces integrated over multiple platforms for the Authorities to engage with the residents in providing feedback/suggestions on public services and reporting non-emergency complaints they are facing. Hence, bringing them more value and creating a new kind of city service approach.

For the Authorities to make faster and better decisions, evaluate the impact of existing services/initiatives and accordingly make changes by keeping the citizens in the loop, CivilCops provides SERVICE REQUEST PLATFORM. The platform consolidates public data, streamlines requests and workflows with automation and leverages data to get actionable insights, define priorities and make decisions that improve citizen service delivery.

Roles & Responsibilities:

- Build contacts with potential clients to create new business opportunities

- Keep prospective client database updated
- Make cold calls for new business leads
- Support in writing new business proposals
- Maintain knowledge of all product and service offerings of the company
- Arrange meetings for senior management with prospective clients
- Follow company guidelines and procedures for acquisition of customers, submission of tenders etc.
 - Researching organizations and individuals online (especially on social media) to identify new leads and potential new markets
 - Researching the needs of other companies and learning who makes decisions about purchasing
 - Contacting potential clients via email or phone to establish rapport and set up meetings
 - Planning and overseeing new marketing initiatives
 - Attending conferences, meetings, and industry events
- Preparing PowerPoint presentations and sales displays

Qualifications:

- Bachelor's or Master's degree is required. Or a related technical discipline from reputed universities

Skills Required:

- Must possess strong customer service skills
- Excellent written and verbal communication
- Must have good negotiation skills
- Must be able to create good presentations
- Must have excellent interpersonal skills
- Must be detail oriented and an active listener
- Strong communication and IT fluency
- Creative talents and the ability to solve tough problems
- In-depth knowledge of the industry and its current events
- The ability to handle pressure and meet deadlines
- Skill in prioritizing and triaging obligations
- Attention to detail
- Excellent time management and organization