

Part-Time: Remote Marketing / Sales Interns**About DCI:**

DCI Consulting Group is a Human Resources (HR) Risk Management company. Our company was built on the principle that "what gets measured, gets done." Our clients understand the critical importance of using data-driven analytics, principles of human science, software solutions, and actionable strategies to build more diverse, equitable, and inclusive workplaces. The transformational outcomes help them to maximize workplace successes and relationships, ultimately resulting in their employees reaching their full potential without any obstacles to success.

Our Clients:

DCI's clients represent a cross-section of private sector, federal agency, federal contractor, public sector, and national law firms.

About Our Student Pathways Program:

DCI is excited to offer internships, temporary work, and part-time roles to current college students in pursuit of developmental opportunities that support our mission of building a better world by helping organizations become more diverse, equitable, and inclusive!

Marketing / Sales Interns Opportunity:

We need Marketing / Sales Interns to help us with our outreach efforts! This is a great opportunity for college students to gain temporary work experience at a small consulting firm in downtown Washington, DC. Our Marketing / Sales Interns will work with our marketing team on the latest technology platforms to help develop successful tactics for our outreach efforts. Marketing / Sales Interns will be responsible for making phone calls to target companies, following-up with emails, and communicating results within our CRM software. Marketing / Sales Interns will also be given the opportunity to conduct a research project on sales and marketing best practices. Marketing / Sales Interns will have the opportunity to network with our expert consultants, participate in our student pathways program engaging with other students across the organization, and learn from sales and marketing professionals. You are an ideal candidate if you are passionate about addressing workplace equity, enjoy meeting and speaking with people, and are considering a career in sales, marketing, or other business-related fields. You will gain experience speaking with potential customers and learning the sales and marketing strategies of a business-to-business organization. We are looking for individuals who are motivated, have strong organization skills, and can communicate in a manner that demonstrates professionalism.

Interns earn \$20 in hourly pay and additional commission may be available.

Duration of Program: We are looking for each Marketing / Sales Intern to contribute between 15 and 20 hours each week. The program will start January 10th and end May 13th.

Responsibilities:

- Complete all tasks assigned by their manager and establish, develop, and maintain positive business relationships
- Conduct lead prospecting and outreach calls to identify business opportunities
- Conduct market research and generate sales leads
- Track and regularly update outreach efforts within our CRM software
- Attend and participate in meetings, workshops, events, and exhibitions
- Collaborate with other students and the outreach team to discuss success, areas for improvement, and new opportunities
- Perform independent research on a project related to our marketing and outreach strategy (optional)

Required Technical Skills:

- Currently enrolled in an undergraduate program as a Junior or Senior
- Applied understanding of basic sales principles
- Basic computer skills. Proficiency required in MS Suite (e.g., Word, Excel, PowerPoint, Outlook 365, Teams)

Required General Skills:

- Highly motivated and target-driven
- Strong relationship management and people skills
- Effective written, oral, and interpersonal communication skills
- Strong organizational skills
- Dependable and deliver on commitments in a timely manner and with passion
- Ability to work effectively in a virtual environment as a member of a team and with significant autonomy, self-discipline, and organization

DCI Consulting Group is proud of our commitment as an equal opportunity and affirmative action employer. Our employee culture reflects ethical empowerment, pride, inclusion, and collaboration which showcases the diversity of thought we provide to the clients we serve. We are dedicated to an exceptional employee experience and provide career opportunities without regard to race, color, religion, national origin, sex, sexual orientation, pregnancy, gender, age, political affiliation, marital status, physical or mental disability, protected veteran status, genetic information or any other applicable legally protected characteristics.

If you are unable to apply for career opportunities due to an impairment or disability, please contact us at Jobs@dciconsult.com for further assistance.

Location
Washington, DC

Department
Marketing

Employment Type
Part-Time

Minimum Experience
Entry-level