

SPEEDLABS JD FOR SUMMER INTERN

JOB DESCRIPTION for Summer Internship

Designation - Business Development Associate

Key responsibilities:

- Maintain working relationships with existing clients to ensure exceptional service and identification of potential new sales opportunities
- Identify appropriate prospects, set appointments, make effective sales calls, and manage sales cycle to close new business in all service categories offered
- To be able to conduct / schedule demos and objection-handling
- Prepare professional, complete, concise and accurate reports, proposals, booking packages, and other documentation as required for executive-level presentations
- Achieve sales goals by assessing current client needs and following defined selling process with potential buyers, utilizing product demos and presentations
- Coordinate with other sales representative to ensure company quotas and standards are being met, performing market research and regular competitor monitoring

Qualifications Required :

- B.Tech or MBA in Sales and Marketing Specialization
- Proven success rate at levels above quotas
- Ability to balance persuasion with professionalism
- Strong organizational skills

Skills Needed:

- Excellent communication, interpersonal, problem-solving, presentation, and organizational skills
- Proficiency with sales management software
- Personal integrity
- Ability to travel for appointments/ product presentation or customer events.

- **Start Date : As soon as Possible**
- **Duration : 3 months**
- **Stipend : Rs 7000/- per Month**