



Job: Sales Intern
Type: Permanent
Compensation: Variable

Description:

This role will assist wefinx in finding leads, closing sales and communicating value and benefits of wefinx product and suite of services to clients. The Sales Intern reports to the Client Account Associate at wefinx. The ideal candidate will have the passion and desire to acquire B2B & B2C sales experience by working with a people-centric team focused on helping small business owners and entrepreneurs. The successful candidate for this role must possess the genuine curiosity and drive to help people is what guides your approach to discover how wefinx can be a part of their entrepreneurial journey.

Key Responsibilities:

- Identify new business through diligent, detail-oriented prospecting, leveraging all available information.
- Engage prospects through email, phone, and social to generate interest in wefinx.
- Autonomously conduct polished calls and presentations with prospects.
- Provide regular reports on sales activities, results, and forecasts.
- Assist Client Account Associate with scheduling and conducting online walkthroughs and demos with prospects.
- Assist with after-sale issues, including onboarding, implementation, collections, etc.
- Represent the value proposition/differentiation of wefinx product and services in the market.
- Conduct needs assessments calls with specific prospects as assigned.
- Demonstrate integrity and professional ethics in everything you do.

Requirements:

- Background in Business.
- Curiosity about startups and an entrepreneurial spirit.
- Highly reliable, prompt nature.
- Familiarity with CRMs such as SalesForce.
- Accounting and finance experience will be very helpful, although not required.
- The desire to meet and exceed measurable performance goals.
- Possess an intrinsic sense of motivation.
- Using your good-natured wit and charm to build new relationships over the phone and email.
- Assist Client Account Associate with successful deal closure with potential clients.
- Have a genuine passion for helping people.
- Have an articulate phone and written presence that's confident, yet personable.
- Be realistic about temporary challenges and setbacks; and use them to motivate yourself and others to achieve targets.

- Embrace feedback with arms wide open and action it to further your success.
- Ability to speak intelligently and win trust with business owners across a variety of industries.
- Highly motivated and organized, detail oriented and able to operate and thrive in a fast-paced entrepreneurial environment without compromising on quality.
- Passion for sales and lead generation.
- Commitment to client-first thinking.
- Ability to quickly develop and maintain a high-level knowledge of wefinx product and services.
- Listens attentively and transmits information accurately and understandably.
- Demonstrate accuracy and thoroughness and monitors own work to ensure quality.

CONTACT

To pursue this opportunity, please submit a cover letter and your CV / resume to: info@wefinx.com. If your profile is shortlisted, one of our associates will reach out to you to schedule an introductory meeting.