

**Job Title:** Business Development & Marketing Intern  
**Company Name:** Zenful Cleaning Services  
**Location:** South Florida- Remote Position  
**Job Type:** Internship  
**Duration:** Fall & Winter 2023 Term

**About Us:**

Zenful Cleaning Services of South Florida is a leading professional cleaning company dedicated to providing exceptional cleaning services to residential and commercial clients. With a strong commitment to quality, reliability, and customer satisfaction, we take pride in maintaining clean and healthy environments. As an intern with Zenful Cleaning Services, you'll have the opportunity to learn from experienced professionals in the cleaning industry and contribute to our mission of creating spotless spaces.

**Job Description:**

We are seeking a motivated and detail-oriented intern to join our team and assist with various marketing and telemarketing sales tasks. This internship will provide you with the skills necessary to present our services to potential clients, it will also provide an understanding of the techniques and processes involved in maintaining clean and organized spaces.

**Responsibilities:**

Assist cleaning staff in performing a variety of cleaning tasks, including but not limited to dusting, mopping, vacuuming, and disinfecting.

Learn and apply proper cleaning techniques and use of cleaning equipment and supplies.

Support the team in organizing cleaning schedules and ensuring timely completion of tasks.

Collaborate with experienced cleaners to address specific client requests and ensure customer satisfaction.

Maintain a safe and clean working environment by following company protocols and safety guidelines.

Participate in training sessions to enhance your understanding of effective cleaning practices.

Identify potential customers through research, market analysis, and prospecting techniques to generate a pipeline of qualified leads.

Initiate outbound calls to prospects, effectively communicate the value proposition of our products and services, and schedule appointments for the sales team.

Conduct thorough qualification of leads, ensuring they meet predetermined criteria for potential business opportunities.

Stay updated on industry trends, competitors, and target markets to identify new business opportunities and enhance the effectiveness of outbound calls.

Maintain accurate and up-to-date records of lead interactions and prospect status in our Customer Relationship Management (CRM) system.

Collaborate with the sales and marketing teams to optimize lead generation strategies, refine messaging, and improve overall sales performance.

Prepare regular reports on lead generation activities, conversion rates, and other relevant metrics to track progress and contribute to team performance analysis.

**Requirements:**

Previous experience in calling and outbound lead generation is required.

Strong verbal communication skills and the ability to engage prospects over the phone confidently.

Self-motivated and target-oriented with a passion for exceeding goals and delivering results.

Excellent organizational and time management skills, with the ability to handle multiple tasks and prioritize effectively.

This is a valuable internship opportunity to gain hands-on experience in business development and contribute to the growth of a company. The selected intern will receive training, mentorship, and exposure to various aspects of the sales and marketing process.

If you are a highly motivated individual who thrives in a fast-paced environment, possesses excellent communication skills, and has a passion for generating leads through outbound calls, we invite you to apply for this internship position.

**Qualifications:**

High school diploma or equivalent.

Strong attention to detail and a passion for cleanliness.

Ability to work effectively as part of a team.

Excellent communication skills and the ability to follow instructions.

Willingness to learn and take on new challenges.

Basic knowledge of cleaning equipment and supplies is a plus.

**Job Types:** Full-time, Part-time  
**Benefits:** Flexible schedule, Work from home  
**Experience Level:** Under 1 year  
**Weekly Day Range:** Monday to Friday  
**Work Location:** Remote

**Application Question(s):**

- Do you have experience in Cold Calling?
- Do you have experience in generating outbound leads?

**Experience:** Customer service: 1 year (Preferred)

**Benefits:**

Hands-on experience in the cleaning industry.

Opportunity to learn from experienced professionals.

Insight into the operations of a successful cleaning company.

Exposure to various cleaning techniques and equipment.

Internship certificate and recommendation letter upon successful completion.

Commission Pay

**How to Apply:**

If you are enthusiastic about the opportunity, eager to learn, and excited about joining a dynamic team, please send your resume and a brief cover letter outlining your interest in the internship to [yolanda@zenfulcleaning.com](mailto:yolanda@zenfulcleaning.com)

Please use the subject line: "Business Development Internship" - [Your Name].

**Application Deadline:** Until fulfilled.

We look forward to reviewing your application, and having you be part of our team!

Yolanda Vasquez

[www.ZenfulCleaning.com](http://www.ZenfulCleaning.com)

(239) 365-6262