

## **Sales Intern at Opportunity Cell**

### **Job Description**

#### **Qualifications:**

- Candidate with Sales background in Education domain will be given preference.
- Proven end to end sales skills - prospecting, pipeline management, closing and negotiation (this role requires end to end sales management).
- Proven ability to meet targets.
- Detail and process oriented.
- Self-starter and self-motivated.
- Excellent communication and relationship development skills.

#### **Responsibilities:**

- **Concept Selling:** Sell Online Advertising Solutions to the educational Institutes/training agencies/ B2B Marketing & Advertisement Sales.
- **Relationship Management:** Develop and manage relationship with senior management at companies and educational institutes through email, telephonic or face to face conversations.
- **Drafting Proposals:** Expertise in drafting proposals and preparing presentations for the clients.
- **Revenue Generation:** Responsible for generating Ad sales revenue by developing online / mobile advertising opportunities.
- **Strategy Planning:** Create a strategic roadmap and execution plan for acquisition of new clients in line with the overall organizational objectives.
- **Sales Forecasting and target achievement:** Take complete ownership of the sales process, forecast sales for specific periods and generate the targeted revenues.
- Other job related tasks that may be assigned from time to time.