Are you outgoing? Do you consider yourself a people person? Do you think you have good selling skills?

If you answered **"Yes"** to any of these questions, we want to talk to you! B Harris, Inc. is looking for a sales intern who is:

* ♣ goal driven
* ♣ has a high stress tolerance
* ♣ possesses resilience and tenacity
* ♣ has good negotiation skills
* ♣ has excellent verbal and written communication skills
* ♣ Can be persuasive
* ♣ Is adaptable, and
* ♣ Can plan and strategize well

**Main Job Tasks and Responsibilities include:**

* ♣ generate and qualify leads
* ♣ source and develop client referrals
* ♣ prepare sales action plans and strategies
* ♣ schedule sales activity
* ♣ develop and maintain a customer database
* ♣ develop and maintain sales and promotional materials
* ♣ plan and conduct direct marketing activities
* ♣ make sales calls to new and existing clients
* ♣ develop and make presentations of company products and services to current and potential clients
* ♣ negotiate with clients
* ♣ develop sales proposals
* ♣ present sales contracts
* ♣ maintain sales activity records and prepare sales reports
* ♣ respond to sales inquiries and concerns by phone or electronically
* ♣ ensure customer service satisfaction and good client relationships
* ♣ follow up on sales activity
* ♣ perform quality checks on product and service delivery
* ♣ monitor and report on sales activities and follow up for management
* ♣ carry out market research and surveys
* ♣ participate in sales events
* ♣ monitor competitors, market conditions and product development

**Education and Experience**

* ♣ knowledge of relevant computer applications
* ♣ knowledge of principles and practices of sales
* ♣ knowledge of customer service principles
* ♣ knowledge of business principles
* ♣ experience in sales (Preferred, but not necessary)
* ♣ experience in making presentations (Preferred, but not necessary)
* ♣ proven ability to achieve sales targets (Preferred, but not necessary)

Do you feel like this is you? Are you interested to know more? Get in touch with Amanda, by sending your cover letter and resume to:

Amanda@alticomcti.com.