



Providing sensible, innovative, and scalable agile solutions.

Inside Sales - Internship Opportunity Technology Solutions Start-up

About Us:

[ezTagile](#) is a fast-growing Agile solutions company committed to delivering tailored solutions to clients across multiple industries through our top tier expertise and experience. We have developed a highly transparent, collaborative environment to foster our mutually supportive, exploratory culture. We strongly value flexibility and innovation.

About the Position:

Our company is a fast-growing Agile Solutions firm in the Raleigh-Durham area looking for a **talented and competitive Sales Intern to join our team**. The ideal candidate will have the opportunity to excel with a company that's committed to their long-term growth potential and has education and experience in sales.

The position provides a fundamental role in achieving our ambitious **customer acquisition and revenue growth objectives**. Candidates must be able to thrive in a quick sales cycle environment, making dozens of calls per day, researching the market, working with channel partners, generating interest, qualifying prospects, and closing sales. Students will learn to use CRM and agile tools and gain experience with prospecting and client relationship management. Previous experience in sales is strongly preferred, as is familiarity with agile and the tech industry, but not required. Candidates must be in the last year of her/ his career or course of a master's program. Eligible to work in the U.S. and willing to undergo a background check. Work will be flexible and is expected to range from 10-20 hours a week.

Responsibilities within this role include:

- Close sales and achieve monthly and quarterly quotas
- Work closely with the Communications Dep and elaborate together and strategy plan
- Maintain and expand your database pipeline of prospects within your assigned territory
- Perform effective online demos to prospects
- Product knowledge and the ability to answer customer questions
- Research accounts, identify key players and decision-makers, and generate interest
- Routing qualified opportunities to account executives for further development and closure
- Sourcing new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Team with channel partners to add further to pipeline and close deals
- Understanding customer needs and requirements
- Update client information in the company contact database

To be successful in this role a candidate should have

- 1+ year experience *or* current enrolment in a Sales/Marketing program
- Ability to build rapport
- Ability to prioritize tasks and manage time effectively
- Both a healthy competitive drive and a winning team spirit
- Confidence and strong self-assuredness to succeed in cold-calling customers and making a sale
- Excellent verbal and written communications skills
- Interpersonal skills to work with a wide variety of people each day, build relationships, and network
- Proficient with corporate productivity and web presentation tools such as PowerPoint and Zoom
- Stay on top of industry trends to identify potential opportunities for company growth
- Strong listening and presentation skills

Preferences

- Experience working with clients of varying size
- Experience selling in the service and industry (intangible products)
- Knowledge of Agile
- Experience with Atlassian Products (Jira, Confluence, etc.)
- Track record of meeting and exceeding quota

Submission Details:

Applications reviewed until the position is filled. Incomplete applications will not be considered.

To apply:

- Applicants must submit to talent@eztagile.com with the subject "Inside Sales Internship [Last Name, First Name, University]"
- Cover letter (PDF) - Should include a personal introduction, qualifications, and why you are the right candidate for this position. Should not exceed 1 page
- Curriculum Vitae (PDF)