

Tableau (2)

Business Development Sales Intern

The Business Development Sales Intern will assist the sales team in marketing campaigns, account research and reaching out to leads. The Sales Intern will partner with the Manager and inside sales representatives to learn sales techniques and assist in the sales cycle.

Primary Responsibilities (Essential Functions):

- Refining Sales skills:
 - o Lead follow up, calling on leads
 - o Messaging and objection handling
 - o Call campaigns
 - o Sales certifications

- Account Research:
 - o Assist in account planning
 - o Assist in gathering information for prospecting

- Learning Marketing skills:
 - o Marketing campaigns
 - o Success metrics

Knowledge and Skill Requirements:

- Strong work ethic, self-directed, and resourceful
- Proficient in Microsoft Excel, Word, and PowerPoint
- Excellent communication skills
- Problem-solver

Education/Experience:

- Pursuing degree in Business, Marketing, Communications, or other relevant field
- Interest in pursuing sales career

Sales Support Representative Intern

The Sales Support Representative will be responsible for assisting the sales organization with internal activities that support an assigned function. This role will work closely with the Sales Support Manager, Team Leads, and other SSR Teammates to learn sales support skills.

Primary Responsibilities (Essential Functions):

Sales Support Skills Development

- Creating License Order Quotes
- Creating Services Quotes
- Purchase Order Validation
- Support Tableau Partners
- Vendor Setup Forms
- Proficient Salesforce.com Usage

Knowledge and Skill Requirements:

- Strong work ethic, self-directed and resourceful
- Professional phone and email etiquette
- Proficiency in Microsoft Windows, Word, Excel, and Outlook
- Organized and detail-oriented
- Problem solver

Education/Experience:

- Pursuing bachelor's degree
- Interest in pursuing a sales support or sales career