



Slice Communications

Job Description

Sales Intern

Slice is looking for incredibly talented people to join our team. In short, the best candidates will embody our core values of Yes, And Energy, Copilot Attitude, Goal-Oriented Focus, and Always Learning. The Slice Squad operates in a hybrid work environment that our team loves because it enables them to work in whatever works best for them. Whether you choose to work from home or in one of our two co-working spaces located in Center City and Wilmington, DE, we still maintain our ability to collaborate, achieve goals, and grow professionally no matter the location. Beyond our work, we like to have fun, from happy hours to our annual holiday party and even small surprises in the mail! You can learn more about what it's like to be a part of the Slice Squad here. We provide equal employment opportunity (EEO) to all persons regardless of age, color, national origin, citizenship status, physical or mental disability, race, religion, creed, gender, sex, sexual orientation, gender identity and/or expression, genetic information, marital status, status with regard to public assistance, veteran status, or any other characteristic protected by federal, state or local law. In addition, Slice will provide reasonable accommodations for qualified individuals with disabilities. All of our internships provide hands-on experience with our existing group of highly talented people and clients.

Purpose

This internship offers a unique opportunity to gain hands-on experience in sales and marketing within a fast-paced agency environment. The Sales Intern will assist in various aspects of the sales process, including research, lead generation, and client prospecting. This role provides invaluable exposure to the inner workings of a successful marketing agency and offers the chance to contribute to real-world projects that drive business growth.

Accountabilities

- Sales initiatives support
- Prospecting project execution
- Researching
- Data collection and reporting

Department: Growth and Revenue

Reports To: Director of Growth and Revenue

Core Responsibilities

- General



- Collaborate with the Director of Growth and Revenue to identify prospective clients and market opportunities
- Attend team meetings and contribute ideas to enhance sales strategies and processes
- Provide administrative support as needed to ensure smooth operations within the sales department
- Research
 - Conduct research to gather insights on target industries, competitors, and potential clients
 - Generate bi-weekly prospecting lists for sales leads including CEO, COO, CSO, VPs and Director of Growth and Revenue
 - Research, identify and recommend industry networking events and meetings for Director of Growth and Revenue to attend
- Prospecting
 - Conduct initial outreach to viable prospects that align with the agency's growth and sales strategies; provide Director of Growth and Revenue with updates and next steps for follow up
 - Support outreach efforts through cold calling, email campaigns, and networking initiatives
- Pre- and Post-Sales Calls Support
 - Research prospective clients prior to discovery calls to help sales leads prepare for discovery calls
 - Gather data from conversations (Discovery Calls, Presentations, Prospect Check In Calls, Close Calls) and update notes in HubSpot and Monday.com with relevant information
- Special Projects
 - Develop a sales campaign to be promoted on the agency's social pages: campaign to include ideation of a topic, webinar, outreach materials, run of show, execution and follow ups
 - Assist in creating and developing engaging sales campaigns tailored to specific target audiences
 - Develop a blog to be posted at the end of the internship highlighting the an experience or something learned while working at Slice Communications

The Great Teammate Commitment: Responsibilities of Great Slice Teammates

- Live out the Slice values when working with teammates and clients: Yes, And Energy; Copilot Attitude; Goal-Oriented Focus; and Always Learning.
- Practice the 13 trust behaviors.
- Consider teammates' and clients' communication styles and preferences.
- Communicate about tasks, workload, and deadlines, and make sure task status is tracked to ensure trusted communication with teammates. Ask for help prioritizing tasks if needed.



- Be open to new ideas, new possibilities, and change.
- Come to meetings prepared to participate, focus, and contribute value and perspective.
- Deliver high-quality work, and ask, if needed, for more information or other support to do so.
- Speak up and share perspectives and expertise, and take a constructive, solutions-focused approach to interactions with teammates and clients.
- Listen with the intent to understand.
- Cheer on teammates and celebrate good work.

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