



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 wherever works best for them. Whether you choose to work from home or in one of our two co-working spaces located in Center City Philadelphia 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 process support
- Prospecting project execution
- Researching
- Data collection and reporting

Department: Growth and Revenue

Reports To: Chief Relationship Officer

Core Responsibilities

- General
 - Collaborate with the Chief Relationship Officer 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
- Prospecting Research
 - Conduct research on target industries, companies, and potential clients
 - Provide competitive analysis
 - Identify appropriate contacts at target companies
 - Research, identify and recommend industry networking events and meetings
 - Research event attendees to identify potential prospects and gather contact information
 - Support outreach efforts through cold calling & emailing, multichannel 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
 - Coordinate & QA sales presentations, proposals and RFP responses
 - Gather data from conversations (Discovery Calls, Presentations, Prospect Check-In Calls, Close Calls) and update notes on Monday.com & Monday.com CRM with relevant information
- Special Projects
 - Assist in creating and developing engaging sales campaigns and automations tailored to specific target audiences
 - Develop a blog to be posted at the end of the internship highlighting 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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