

Business Development Representative Internship



Location: Orlando, FL, USA

Time period: 6 months

Starting date: as soon as possible

Check us out on Social Media!



Your role in our MINT family:

- Handle all inbound prospects/leads and qualifying leads
- Adequate knowledge about the features, benefits, and weakness of our product/services before connecting customer's needs to our solution
- Identify new sales opportunities and adds qualified leads to the sales pipeline
- Contact potential prospects through calls and emails, take them through the early stages of the sales pipeline
- Present our company to potential prospects
- Identify prospect's challenges/needs and suggest appropriate solutions (products/services)
- Use LinkedIn Sales Navigator for prospecting
- Enter customer interactions in CRM (MS Dynamics365) in timely manner
- Build long-term trusting relationships with prospects
- Proactively seek new business opportunities in the market
- Set up meetings or calls between (prospective) customers and Enterprise Solutions
- Report to the Enterprise Solutions Manager on sales results

This is how you can impress us:

- Business degree or proven work experience as a sales development representative, account executive or similar role
- Hands-on experience with multiple sales prospecting techniques like cold calling, cold emailing and social outreach
- Ability to work with CRM software
- Ability to work with LinkedIn Sales Navigator
- Fair understanding of sales performance metrics
- Excellent time management skills
- Excellent communication and active listening skills

What we have in store for you:

- **Our people & culture:** at MINT you will be part of a global family that thrives on our cultural diversity. We love spending time together on social events and pride ourselves on the fun, productive environment in our MINT family.
- **Flexibility & remote working:** We respect every person's individual routines. Therefore, we support flexible work schedules and remote working for you to find your perfect work-life-balance.
- **Work-Life-Balance & family-friendly environment:** At MINT we believe having enough space to spend quality time with family and friends or to follow your favorite free time activity ensures mental and physical well-being as well as it motivates you every day!
- **Loyalty & long-term relationships:** We want you to be part of our MINT family without any limits. All our work contracts are indefinite!
- **Drinks & snacks:** We believe the way to a human's heart is through their stomach and this is why we provide beverages, snacks and the occasional catered lunch
- **Pet-friendly offices:** If you choose to work from one of our offices, feel free to bring your four-legged friend with you. We'd love to meet them!