

Sales Opportunity

Position	Internship
Title	Inside Sales Internship
Company	Raetech
City	Yorba Linda
Overview	<p>This position involves working for a hi-tech company that provides advanced internet based services to the public and private sectors. Raetech provides voice, video, and data services along with products from major manufacturers such as Cisco Systems.</p> <p>The candidate would be available 10-15 hours a week, would be outgoing, friendly, and able to work with end users, manufacturers and staff performing various sales and marketing activities. Outgoing calling to develop new customers will be a large part of the activity required.</p> <p>Candidate should be proficient in MS Office applications. Some weekend and/or after hours work for planning could be required.</p>
Responsibilities	<ul style="list-style-type: none"> • Work with Raetech staff and manufacturer partner staff to create awareness and demand for products and services for end user customers • Develop a prospect database from resources provided such as purchased lists, business journals, and other databases and sources • Partner directly with sales team to understand technical sales, prospects and servicing customers • Assist in the company monthly newsletter preparation and distribution • Assist in promotions or initiatives with e-mailings, calls etc. • Assists in organizing and supporting sales campaigns/blitzes • Attend networking group meetings from time to time with Raetech team members • Ability to travel on a limited basis, if necessary • Calling campaigns to general prospects and targeted vertical markets • Support Sales Account Managers in general (phone handling, customer/prospect request for information, e-mail etc.) • Assists in organizing local trade shows
Qualifications	<ul style="list-style-type: none"> • Strong written and verbal communication skills • Good work ethic, ability to work independently, ability to multi-task, enthusiasm, flexibility and eagerness to learn

Reports to:	Raetech VP
Compensation	Paid Internship \$10-12/hour, if travel is required, all expenses will be paid.
Contact person	Jim Baril jbaril@raetech.net 949.292.9664