



Internship Sales Development Representative (m/w/d)

Starting March 2021. Six month internship with the possibility of a permanent extension.

Smart City System was founded in Nuremberg on 13 January 2017. Since then, the start-up has grown to over 45 employees and has already digitized more than 50,000 parking spaces in Germany. Our vision is to rethink parking and to provide sustainable mobility with our solution.

The **Sales Development Representative** is tasked with identifying and generating sales opportunities through outbound emailing campaigns. The right candidate will be one who works well under pressure, thinks out-of-the-box, and is highly self-motivated. The right candidate will also understand how to assess a company's needs and cater the outreach to each prospect specifically.

What you will do:

- Identify and qualify new sales opportunities for smart parking projects.
- Work with your Account Executive to identify our evolving strategic targets.
- Demonstrate the value of our offering through email, LinkedIn and other social mediums.
- Research your target companies and prepare executive summaries to turn your Account Executive into a guru ahead of their calls.
- Diligently update our CRM to stay current on leads and follow-ups.
- Shadow your Account Executive in meetings and other activities to help you acquire the skills you'll need for your next role on the Smart City System BizDev team.

What we expect:

This entry-level position requires an ambitious self-starter and someone that can effectively process inbound inquiries and identify outbound leads and opportunities. Relationship selling skills, with the ability to manage email follow-ups at varying levels of customer accounts are essential.

- Bachelor/Master degree preferred.
- Excellent communication, interpersonal, and organizational skills. You should be a great writer, speaker, and listener.
- Fearlessness - willing to ask questions and learn by failing.
- An obsession with prospect happiness - set the stage for effective sales follow-up.
- The courage to challenge the status quo when logic & reason require it. See something broken? Fix it.
- Flexibility - things change around here. FAST.
- The intellectual horsepower to become a guide on business development in a matter of weeks, and the curiosity to keep learning about all its intricacies for years to come.
- A deep understanding of email communication. You keep the inbox at zero.
- Secure German and English skills.

Learn how high-speed Business Development works in a startup from the ground up and build the foundation for your career at Smart City System

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