

Ref. office@sensorydesign.com
Sensory Design GmbH
Building (A1.3.14)
A. Volta Straße, 13A- 39100 Bozen

Junior Account Internship

You will assist our Senior Account in developing long-term and trusting relationships with our clients, helping maximize team's results and creating upselling new business opportunities. You are the right candidate if you are customer oriented, have a problem-solving aptitude, and possess excellent communication and negotiation skills.

Responsibilities

- Sustain in building and maintaining strong, long-lasting client relationships
- Help to ensure the timely and successful delivery of our solutions according to customer needs and objectives
- Assist in developing new business by identifying areas of improvement and supporting the lead generation process
- Help in preparing reports on account status
- Help sales team up-sell or cross-sell services and products
- Study competition to find new ways to retain customers

Requirements

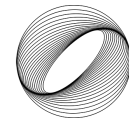
- Basic experience with CRM software (HubSpot) is a plus
- Ability to adapt to fast-paced and changing environment
- Good MS Office Knowledge (especially PPT and Excel)
- Good listening, negotiation, and presentation abilities
- Strong verbal and written communication skills
- Accurate and attention to detail
- Proactive, and self-motivated
- Ability to work within deadlines
- Problem-solving aptitude
- Ability to work well with a team
- BSc/BA in Business Administration, Marketing, or a related field
- Proficient English and Italian knowledge
- German nice to have

Benefits

- Reimbursed internship with career opportunities
- Smart Working policy - we believe in a result-driven work environment
- Young, cool, creative and international environment
- Work on very innovative projects for international brands
- Work with the latest technologies, and equipment
- Educational opportunities for personal and professional growth
- Events participation

Sensory Design GmbH

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