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| **SALES & Marketing Intern / JOB DESCRIPTION** |

Ideal profile:

* **Basic Sales knowledge.** You are eager to learn how to get deep sales knowledge with the entire sales process, relationship building and deal closing.
* **Master in NEGO you will become.** You are a quick learner who has native negotiation skills.
* **Do-er**. You’re biased toward action you try things and sometimes you fail but never give up. You can get around roadblocks and stay focused on your goals. You’re well organized and autonomous.
* You have an appetite to learn new things and new technologies, you are familiar with **social media and in Facebook in particular.**
* **Team Player.** You enjoy working with diverse people around the globe! You know the startup world require everyone to wear many hats, but this affords increased responsibility – and you thrive on that.
* **Communicator & Influencer.** You are good at listening to customer feedback.
* **Big plus.** You speak Italian, German and English.

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| **JOB DESCRIPTION** | |
| Role & Purpose | At Nanea, we are building innovative solutions and services that meet the needs and wants of our customers.  The Team is the engine that drives the global customer reach of our solutions  We are seeking for young talent to join our stellar team for a **6 month internship.**  You have talent for identifying new segments to find new sales opportunities in the Hospitality, Food & beverage sectors/ areas.   * Support Sales and Customers during their onboarding with nanea * Develop ideas to design onsite merchandising for restaurants and hotels to make nanea’s brand shine! * Generate leads, and establish and nurture client relationship through tactical approach (Facebook, webpage…) * Fast learner you are the key support for Sales development |
| Skills & Qualifications | * Bachelor’s degree or University * Good understanding of the entire sales process, from planning to closing * Excellent communication, interpersonal, and organizational skills * Ability to use new technologies and familiar with APPs * First experience in Sales and Marketing/ or in Hospitality sector is a + |
| Main Responsibilities | * Support Sales team in the Customer Onboarding phasis * Provide Customers with guidance and assistance in using the new back office and/ or the APP. * Gather customer feedback to be shared with the Product team. * Communicate on social media and contribute to building nanea community among restaurants and final users. * Share KPIs and follow up with all stakeholders. * Be the millennials team focus and voice to improve our APP and solution. * Account management and customers follow up |
| Work environment  Team | * Company HQ in Bolzano – NOI TechPark * Working closely with (external/ internal) Vendors, Distributors, Product and Management * Smart Working Policy Company, we are flex |
| Work time | 40 hours/week (Monday-Friday)  8h30h/9h-17h30h/18h - Flexible |