

# Business Development Specialist Intern

## Duties / Responsibilities

- Build and develop a connection with potential clients
- Promote products to specific groups of people based on their needs
- Develop, host, and manage activities around special offers, vouchers, etc.
- Develop and manage the potential customer portfolio to achieve profitability goals
- Align expansion of training and delivery with AllSumJobs solutions
- Develop sales enablement for the training portfolio, across stakeholders such as: Business Development, Sales, Customer Success, Support, Field Services, etc
- Forecast and achieve delivered revenue objectives on a quarterly basis

## Requirement

- Interested in practicing and accumulating your experiences about marketing.
- Have a sense of responsibility for your work and tasks, avoid unnecessary passed deadlines.
- Have the ability, confidence and enthusiasm to learn new things.
- Outgoing, interested in connecting with different people.
- Excellent communication skill

## How To Apply

- Use school email to sign up at <https://allsumjobs.com/>
- Complete the profile page including Details, Personal, and Education

## More About You

You are a customer-centric professional who thrives on building monetization strategies. You are enthusiastic and creative with the ability to develop, articulate and execute a vision that is aligned with both company and Field Services strategies to *make a real* set of soft skill library offers (that could join with other services) to provide a world-class customer experience. This is an exciting opportunity for a self-starter to create this new capability within our organization and develop the next generation growth model for AllSumJobs.

- You will come in with enthusiasm and excitement for joining this awesome company.
- You'll exhibit an open mind to listen and understand how our team works, our processes, priorities.
- You will be curious and eager to share your best practices with us, while being mindful of the history and decisions behind how we run our business.
- To help keep you afloat, you will also have room to ease into your role and find your bearings so you can understand the big picture and be successful.

### More About Our Team

AllSumJobs is a small, but mighty, team of seasoned professionals with diverse skills and work backgrounds. You will have an opportunity to collaborate with everyone on the team and learn from their experiences on things like, what has been working, what have we tried in the past, what our opportunities are, and how we work with other internal teams. Some of the people you will work with include our marketing lead, instructional designers, partner manager, and certification lead. We are poised for an extraordinary growth trajectory and look forward to adding a talent like you to help us achieve our goals!

### More About Our Benefits

- Learning opportunities to support your learning & growth
- Recommendation letter