



POSITION:

Marketing & Sales Intern

POSITION SUMMARY:

Strain Measurement Devices is looking for a highly motivated student for a paid internship for Summer 2021. Intern will work independently and in a team environment and be responsible for various projects including creating automated procedures to follow up existing sales orders, creating a library of sales quotes and a library of common answers to frequently asked questions. These libraries will help expedite the overall sales function. The position will include direct contact with customers via phone and email. Email direct marketing will also be part of the duties of this position. Due to COVID-19, the internship will likely start off primarily virtual (via Zoom) and may shift to primarily in-person as the summer progresses.

RESPONSIBILITIES:

SMD is a lean organization that is growing rapidly. As we focus on the larger customers to grow our business, our company needs to also manage and contact the many smaller customers who make up approx. 20% of our business. Efforts to focus on these important group of customers and expand their sales will be a key goal of this position. If you want to see tangible results in sales from your efforts, this is an exciting opportunity to add to your experience as you progress through your studies. In addition to growing sales in a key segment of our business, our marketing efforts include direct email campaigns and product video production which will also offer you a chance to support our sales growth.

Reporting to the VP of Sales, you will also work closely with other sales people and our Marketing Coordinator.

QUALIFICATIONS:

- Two to three years of higher education in Marketing or Business related courses.
- Minimum GPA: 3.3
- Good oral and written communication skills
- Good organizational skills
- Experience with Word, Excel required.
- Experience with Salesforce, Pardot, and video production equipment for youtube content desired.

Resume must be formatted as pdf and emailed to jobs@smdsensors.com.

We will be accepting applications until 2/19/21.