

Business Developer Intern

We have an exciting new opportunity for a Business Developer (Sales field) who will be responsible for developing our relationships with companies within the United States. Close to USA **Business Developer intern** will be responsible for contacting and booking appointments with target clients, he/her will attend the appointments to present the Close to USA services and secure future business for the company.

Duration : 3 months

Location: Miami Beach, Fl

For more information about this internship offer, send an e-mail at: josiane@closetousa.com



Key Responsibilities

- Identify and forge relationships with potential clients at all levels
- Grow and develop existing client relationships.
- Undertake and develop business within new industries in order to extend Close to USA client base
- Cold call prospective companies to identify opportunities
- Schedule and attend meetings to close new business.
- Understand clients staffing needs in order to sell J-1 visa internship solutions for fulfilling those needs.
- Document all Prospect and Client activity and future staffing needs in our database.
- Attend and participate in networking events in order to establish and strengthen relationships with clients, as well as, provide general PR
- Work with the CEO to develop strategies for new business development
- Gather competitor information and gain market intelligence

• Ideal Profile

- We are looking for a confident and professional Sales candidate with experience working in a business-to-business sales environment.
- Proficient with Microsoft Office Suite (Word, Excel, Outlook, PowerPoint, etc)
- Strong internet research skills
- Dynamic, high energy, outgoing personality with a sense of urgency and commitment
- Excellent written and verbal communication skills as well as follow-up skills
- People-person who can effectively communicate via telephone and e-mail communications and successfully overcome objections to secure an in-person appointment
- Demonstrate ability to meet targets, time management, and organizational skills
- Ability to multi-task and to sell