

Sales and Business Development- Unpaid/Stipend-Badger Maps

Organization Description: Badger Maps is a fast-growing startup that builds software to make salespeople more effective. Badger shows salespeople which of their customers are nearby and connects to their calendar to translate travel route to a daily schedule. Website: www.badgermapping.com

Job Description: The three month to a year internship has a curriculum with three sections that are designed to train the student in the building blocks of Sales and Business Development, each block rotation lasting one month. It's important to note that candidates do not need to have prior experience with these skill sets, as we will provide exposure and training in each skill set. The blocks include:

- 1) Business Development - Learn to use LinkedIn to generate new leads and building email lists for outbound sales campaign and working with team in India that supports the sales team. Building customer materials such as presentations and customer success stories.
- 2) Learn to build and execute a targeted outbound sales campaign. Communicate with prospects via email or phone, learning to overcome objections, communicate value, and sell the prospect on a sales meeting and the product.
- 3) Customer Success - answer customer tickets, respond to customer and prospect questions. Help make our customers successful and have a great experience with the product so that they purchase, keep purchasing, and tell their friends.

Required Skills: The candidate must possess strong written and verbal communications skills. Most importantly, a successful candidate will possess an entrepreneurial spirit and will display resourcefulness and tenacity. Because this is a unique internship in that it covers a lot, candidates must be able to pick up complex, new skills quickly. This is best for someone interested in a career in sales or business development in the technology industry.

Logistics: This is an unpaid internship, however, we will cover some expenses with \$500/ Monthly for interns who are working on projects at least 35 hours a week, all you can eat peanut butter and coffee. We are flexible on dates that the internship begins and ends because different schools are on different schedules. The position reports directly to the VP of Sales. Badger works with you to attain course credit when your University supports internships for credit.

Reviews: [Here](#) are Badger's reviews on Glassdoor. [Here](#) is an article about our intern program in Forbes.

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