

Business Development Representative – Internship / Full Time

About Newgentek

Newgentek is a tech company located in Tampa, FL. The company provides IT services to mid-sized companies in Central Florida.

www.newgentek.com

Newgentek is the winner of the 2019 Tampa Chamber of Commerce Small Business of the Year award in the start-up category.

Job Title and Work

Business Development Representative

Work from anywhere most days. Attend one to two meetings per week in the Tampa Office.

What's the work like?

In this role you will hone your prospecting skills using social media, phone, and email to set meetings for sales executives. Create your own leads and work with marketing to convert leads into opportunities. Your prospects will come from a mix of referrals, past customers, and cold calls.

In one month, you'll

- Have 1:1 interaction with your sales team partner
- Learn how to use Connect Wise for CRM and lead management
- Attend weekly sales meetings to review messages and customer feedback
- Learn the buyer personas and develop creative outreach approaches using phone, email, video, LinkedIn and whatever else you can think of trying. Your creativity is
- Schedule your first meeting with a target account

By month 3 you'll

- Have a solid grasp of the Tampa market for Managed IT Services and specialized Audio Visual / Collaboration solutions
- Work with enterprise sellers to develop account pursuit plans
- Continue developing your skills (we are never done) in social prospecting tactics
- Schedule meetings that convert to opportunities through well-crafted prospecting efforts

Pay and Opportunity for Advancement

Will be determined based on skills and experience

Internships are available in the fall, spring, and summer with the potential for converting to full time employment.

Newgentek is growing rapidly and expanding its customer base. Opportunities for growth in full time positions include roles in enterprise sales, account management and customer support as well as management roles.

You will like this position if you have

- A passion for selling and desire to earn money based on your own performance.
- You are creative and like challenges.