

## **Job Title: Sales Development Representative Intern (Summer Internship)**

**Location:** Vail, CO - Hybrid or Remote possible for the right candidate

### **About SendSites**

SendSites, a leading provider of sales engagement software for hotels and resorts, is seeking a Sales Development Representative Intern with an entrepreneurial spirit to collaborate with our sales team to drive revenue growth. This summer, join us to gain hands-on experience in the fast-paced world of tech sales.

### **Job Description**

We are seeking an enthusiastic Sales Development Representative Intern for our summer internship program. This position is ideal for students or recent graduates who are eager to gain real-world sales experience in the tech industry. The intern will work closely with our sales team to generate new business leads and learn the intricacies of the sales process in a supportive learning environment.

### **Responsibilities**

- Assist in executing lead generation strategies, including cold emailing, automated sales tactics, and social media outreach.
- Help qualify leads from marketing campaigns as sales opportunities.
- Support Sales Manager in setting up meetings and calls with potential customers.
- Work with CRM software to record interactions and sales progress.
- Support the sales team at trade shows and other sales events.
- Participate in customer onboarding activities, sales training, and educational workshops.
- Contribute to team meetings and share innovative ideas for improving sales effectiveness.
- Generally, provide support and ad hoc assistance to all operational teams as needed.

### **Qualifications**

- Currently pursuing a degree in Engineering, Business Administration, or other relevant field.
- Strong interest in sales, technology, and the SaaS business model.
- Excellent communication and interpersonal skills.
- Energetic and eager to tackle new projects and ideas.
- Comfortable with Microsoft Office Suite and able to learn new software quickly.

**Compensation:**

As this is an educational internship designed to provide professional growth in a real-world environment, you will receive a stipend of \$3,000 per month, paid on the last day of each month.

**Internship Perks**

- Practical experience with varied sales techniques.
- Shadowing, mentoring, and training opportunities with experienced sales professionals.
- Opportunity to participate in sales events and company meetings.
- Flexible work hours to accommodate your schedule.
- A potential to receive a full-time offer after graduation based on performance.

**Duration**

This is a full-time summer internship that lasts approximately 10-12 weeks.

**How to Apply**

Please send your resume along with a cover letter explaining why you are interested in this internship and what you hope to learn from the experience to [jobs@sendsites.com](mailto:jobs@sendsites.com).