



International Business Development Internship

(>32h/week, 4 to 6months)

Learning business while doing business. As a business strategy intern you work together with the Sales team on all matters regarding new business. You work the reactive and proactive sales funnels, identify leads and build relationships with top management of educational institutions like Harvard and MITx. In this role, you need great communication skills, persistence in following up and eagerness to learn the true needs of stakeholders.

Responsibilities (from high to low priority):

1. *Business development* (75% of your time)
 - a. Managing reactive funnels
 - b. Provide product demonstrations
 - c. Explain the core of FeedbackFruits to new prospects
 - d. Assist prospects using tools when integrated in Sandbox environments
 - e. Find new prospects
 - f. Attend industry events and possibly international sales trips
2. *Sales team support* (25% of your time)
 - a. Maintain our demonstration environments
 - b. Assist in developing marketing materials
 - c. Write content
3. *Provide knowledge and input on business strategy of FeedbackFruits* (5% of your time)

Qualifications:

- Self-driven, highly motivated, and passionate about improving higher education with technology
- You are the first to follow up and love getting things done
- Are not too salesy and willing to learn pedagogy and didactics
- You seek constructive criticism and being direct and open with others
- You are flexible, e.g. calls with Australia or the US at very early or late times of the day
- Minimum HBO/Bachelor student, based in the Randstad area
- You have experience with client-facing role e.g. sales, customer success/support (Pre)

- You have sales experience in a B2B market (Pre)
- You have experience as part of an education providing or student organization (Pre)

What You Get:

- In-house sales training by senior sales executives
- Responsibilities
- Benefit package including a Swapfiets
- Daily lunch, weekly dinner and Friday drinks
- Support to your learning experience

A FeedbackFruits intern doesn't make coffee! You will be given freedom, real responsibilities and will be expected to learn continuously and live up to your potential as any other person on our team.

Apply here: <https://jobs.feedbackfruits.com/new-businesses-internship-role/en>