



Title	<b>Junior Channel Exec (Intern)</b>
Context	Young high-tech, high-growth startup, seeking talent for critical roles to compete in the global market of pervasive wireless networking.
Location	Milan
Duration	6 months (With opportunity for employment at the end of internship)
Languages	Spanish & English OR Arabic & English - Other languages are a plus

Founded in 2010, the Milan-based startup Tanaza ([www.tanaza.com](http://www.tanaza.com)) developed and brought to market the first and only multi-vendor software for cloud management of WiFi Access Points and social hotspots. Since then our customer base and team have been growing at a rapid rate.

This is an exciting opportunity to work for a young and energetic start-up company with global customers.

## **JOB SUMMARY**

The purpose of this role is to train as an intern to learn sales skills, and gain industry knowledge to progress to the first level of a sales career within Tanaza, with continuous possibility to quickly progress a career in a rapidly growing company through constant training. Working in conjunction with the marketing and sales team within Tanaza initially your main role as part of the training process will be qualification, qualifying and passing quality opportunities to the Channel Executives by contacting a high volume of leads via phone, and also using different resources. This is highly suitable for a self motivated, task-oriented intern looking to start and grow their career in sales.

## **DUTIES**

- Develop quality leads through qualification of existing leads via the telephone and research.
- Work campaigns created by the Marketing team and record feedback and results.
- Research of new companies and contacts for outbound campaigns.
- Interact with Channel Execs, Marketing, Management, and partners on various campaigns.
- Being proactive in developing own knowledge of Tanaza, Wi-Fi Industry, and competition.
- Work with a state-of-the-art CRM platforms (SalesForce + HubSpot)
- Actively participate in weekly meetings with team & one-to-ones..

## **SKILLS & OTHER REQUIREMENTS**

- Undergraduate degree in sales, languages, business, marketing, or other relevant fields.
- Flexibility to occasionally work diverse hours due to global customers.
- Good prioritisation and troubleshooting skills.
- Quick learner with passion for technology with an understanding of Networking, and Wi-Fi.
- Creative problem solver, self-motivated, and driven.
- Eagerness to work in a start-up team environment that is rapidly changing.
- Outgoing personality with the ability to relate well to others, work in a team environment, and build profitable relationship both in person and over the phone.
- Self Motivated, organized person who can multi-task.