



KS2 Summer Sales Internship

KS2 Program Overview

In order to create and sustain a competitive advantage, we feel strongly that attracting and retaining the best talent in the market is our top priority. Our Summer Internship Program is a comprehensive program that provides interns with hands-on IT sales experience in the hopes that today's Interns will become tomorrow's top colleagues and leaders. Our goal is to provide a well-rounded introduction to our industry and operations by assigning responsibilities and special projects in a variety of areas.

KS2 Internship Duties and Responsibilities

This engaging, high-energy 10-week program uses interactive sessions with senior leaders, a variety of unique work assignments, small group discussion, in-field experiences, as well as networking and mentoring opportunities to provide valuable insight for immediate relevance and impact.

Your job duties shall include, but will not be limited to:

- Assist with the identification of net new logo opportunities;
- Respond to and assist with the qualification of inbound leads;
- Assist with weekly outreach sales calls;
- Support weekly e-mail outreach to prospects;
- Attend weekly sales SCRUM and Sales L10 meetings;
- Effectively use sales enablement tools to help generate net new business;
- Effectively use digital marketing tools to help generate net new business;
- Attend virtual sales training to enhance skills: Cloud, IBM, Red Hat, Oracle / JDE;
- Assist with event marketing (Oracle , IBM , Red Hat)

Program Elements

The KS2 internship will commence in June and interns will work full-time. Additional internship details including the start/end dates as well as the orientation schedule will be provided upon receiving an offer to join the program.

- Duration: June 7th thru August 13th 2021
- Location: Dallas, Texas (housing allowance provided)
- Compensation: \$20.00/hr, \$250.00 bonus for every BANT'd sales qualified lead (SQL)
- Reimbursement for mileage to travel to DFW area
- Reimbursement for mobile phone and internet usage - up to \$100/month

Program Requirements & Application

Students must meet the established minimum requirements of the program in order to be considered a candidate for an Intern position. The minimum requirements are as follows:

- Target Participants: Junior level students
- Full-time student currently enrolled in an accredited undergraduate or graduate College or University and pursuing a Bachelor's or Master's degree in Risk Management, Professional Sales, Business, Finance, or similar major.
- Students must demonstrate through official school transcript that they maintain an overall GPA of at least 3.0 out of a 4.0 scale at the completion of their most recent term.

*Apply online @ <https://ks2inc.applicantpro.com/jobs/1688278.html> and email Michelle Stevens @mstevens@ks2inc.com with introduction and resume.