

KCI Sales Intern

Are you a people person? Do you have good communication and organizational skills? Are you self-motivated? Are you looking for a career that compensates you for your efforts? If you answered yes to these questions you should consider a career in sales.

If you answered yes to all these questions KCI has an opportunity for you. KCI has a unique paid 2017 summer internship in business to business sales.

KCI is a printing and mailing company located in SE Grand Rapids. We provide daily mail pickup service to more than 200 local organizations. We are looking for two Sales Interns who will spend the summer finding prospects for this service. If you are a student at Calvin, Cornerstone, Davenport, Hope or Grand Valley we pickup mail from your school. You have probably noticed our blue vans on your campus. Go to the mail center – ask about us.

Our ideal candidate is an upper classman who is interested in sales as a career, has excellent organization and people skills and reliable transportation.

What You Will Learn:

1. What KCI does and how we serve our customers
2. How the steps of the sales process work
3. How to use ACT! - a sales management software program
4. How to prospect in person by walking into local business
5. How to prospect by phone
6. How to setup a sales meeting
7. How to conduct a sales meeting with a prospect
8. How to close a sale

What We Require:

1. Interest in sales as a career
2. Strong oral and written communication skills
3. Desire to succeed
4. Self-motivated
5. GPA of 3.0 or above
6. Organized, with an ability to prioritize
7. Reliable transportation that can be used on the job
8. A good driving record
9. A cell phone

We value our interns and go the extra mile to make sure you receive a learning experience that fits your goal of a career in sales. You will gain valuable experience working directly with the

Owner and President of KCI. You will also learn how to work in a professional environment and gain real world business to business sales experience.

Details:

- The Sales Intern position begins June 5 and ends September 1. You are expected to work at least 40 hours a week. Up to 2 weeks optional unpaid time off available.
- Pay rate \$400 per week plus incentives
- \$0.353 per mile mileage reimbursement
- You will be provided a laptop to be used through the summer
- Reports to Brian Quist President of KCI

How to Apply:

It is very important that you follow the process to apply exactly.

- Call 616 957-2120 and ask the person answering the phone to transfer you to Ericka's voicemail.
- Leave a voice mail message with Ericka selling yourself – why are you the ideal candidate. If you don't hear from us in 1 week call back.