

Sales Intern

Who We Are

Headquartered in Paris, Talentoday developed a talent assessment application with the purpose of revealing human potential by providing individual insights with psychometric instruments and predictive analytics. Our online platform, Talentoday Manager®, was developed by our accredited team of psychologists, neuroscientists, data scientists, and HR experts to provide world-class talent acquisition and development products. These tools were created to help our clients and partners train and retain top talent, as well as optimize their hiring practices.

Currently we have millions of users and hundreds of clients, spread across more than 160 countries, using Talentoday to find the perfect professional “match.” To help us expand our application and provide more professional matches to talent and companies alike, we are expanding the Talentoday team!

What You'll Do

This internship opportunity will allow you to work within business development through locking arms with Talentoday's sales team, marketing manager, and customer success team. This internship will provide professional development as it relates to sales for strategic accounts, growing list of target accounts, and brand management.

- Become an expert in Talentoday's web application and use learned skills to support sales team during demos and client meetings
- Document client interactions within Salesforce and ensure information is up to date and accurate
- Create list of target accounts through market research and coaching from sales team
- Partner with marketing manager to ensure consistency of Talentoday's brand throughout the sales process
- Execute phone and email communications to generate new leads for Talentoday and/or following up with existing leads
- Conduct demos for prospective clients
- Prepare presentations and visual aids for sales meetings
- Schedule and facilitate introductory calls with new leads from Talentoday's website
- Work closely with the customer success department to ensure a smooth transition from sales to new client onboarding
- Assist marketing manager with marketing campaigns to increase lead generation
- Identify areas of improvements in Talentoday's sales process and make recommendations to the team

What We're Looking For

- Currently enrolled into in business program or similar program
- Must be able to read, speak and write in French at native or bilingual proficiency
- Must be able to read, speak and write in English at professional proficiency or higher
- Exemplary written and oral French communication skills
- Strong interpersonal and teamwork skills

That's Great, but What About Employee Offerings?

- Opportunity to work for a growing international technology company
- Ability to learn project management from experienced leaders
- Convenient office location in the 2nd arrondissement next to the Bourse metro station

Please send all questions and CVs to **Emily Sloan** at e.sloan@talentoday.com.