



Sales intern at Otals

Otals is a new and dynamic platform aimed at connecting customers and businesses in a frictionless way.

As a sales intern, you'll work closely with customers, onboarding them and acting as an all-around business consultant to identify how they can leverage the platform to increase their efficiency and profitability.

You will be selling our platform and services in multiple geographical areas and specific business sectors. You'll be responsible for developing existing customer relationships and finding new customers.

Key duties include:

- Building, maintaining and developing new and existing relationships with customers.
- Onboarding new businesses onto the platform.
- Being the face of Otals within the B2B marketplace. Gathering market and customer information, feeding back to leadership on product asks or trends within the market.
- Providing feedback on future buying trends.
- Attending and leading 1: many shows, groups or representative bodies.
- Updating internal CRM and forecasting back to the business.
- Working cross-functionally to create and distribute sales collateral.
- Devise and execute sales strategies to drive regional growth.

The person:

You will be a self-starter who is passionate about building, working with clients and overachieving.

To apply

Linkedin - [Sales intern at Otals](#)

OR

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