



Commercial Energy PRO Internship Excelsator

As an Entry Level Inside Sales PRO Intern you will work as an integral part of our business development team. Our customers will rely on you to find the best solution to help procure their businesses.

Duties of the Inside / Outside Sales Representative – Intern will include:

The primary focus of our Sales Associate position is to generate qualified customer leads that the inside and outside sales teams can develop into sales opportunities. This includes:

- Participates in ongoing sales, business, and technical training courses to increase overall awareness of Pathway's products and solutions.
- Using multiple lead-generation tools you will generate potential sales leads via the phone. Meeting a quota for daily, weekly, and monthly appointment goals by making a minimum of 25 outbound calls per day.
- Understanding Pathway's wide ranging product solutions. This will be accomplished by participating in ongoing Sales, Business and Technical training courses to increase overall awareness of our products.

Essential Knowledge/Skills:

- Must be a self-starter with a measurable ability to multi-task and adapt to changing situations.
- Prior sales experience preferred but not required.
- Excellent written and verbal communication skills resulting in the ability to influence others.
- Conveys a sense of urgency and drives issues to closure.
- Must be mature and confident with strong interpersonal skills and a true team player. Occasional travel to visit customers.

JOB REQUIREMENTS

As a key member of our business development and customer service teams you must enjoy working with people and helping others. We are seeking team-oriented, results-driven professionals who are ready to take their career to the next level.

Qualified candidates for the Inside Sales Representative – Intern position will have:

- Positive and resilient mindset
- Customer service orientation
- Business development acumen
- Strong work ethic
- Ability to multi-task
- Some experience – preferred
- Knowledge of Microsoft Office (Word, Excel, PowerPoint, Outlook, etc.)
- Valid Driver License Required
- Available to work at least 20 hours per week (flexible hours)

Email Resume & Cover Letter to careers@pathwayenergysolutions.com