Energy One of Austin

Marketing Representative (Internship)

Energy One is a national and local home improvements company, with an A+ rating from the BBB and 2013 Angie’s List Super Service Award Winner.

The Marketing Representative (Internship) will be responsible for leading the Flipside Marketing Campaign.

Summary of Duties and Responsibilities:

- Responsible for learning the defined marketing presentation in a timely manner and then adhering to its continual usage when meeting with potential leads.
- Mastering rebuttal scenarios.
- Clock in/out while working the assigned days/hours in the predetermined sales territory.
- Attend weekly assigned marketing meetings with the marketing manager.
- Uphold a professional appearance at all times but especially when meeting with potential leads.
- Responsible for generating qualified leads based upon Energy One standards.
- Stay in communication with the marketing manager on all details of the leads generated.
- Upload leads generated with detailed notes for sales director’s reference in a timely manner into Energy One’s CRM.

General Accountabilities:

- Attend weekly training for Energy One’s Flipside Marketing Program.
- Attend field training as assigned by the marketing manager.
- On a ride-a-long with the marketing manager the intern will be taught how to canvass neighborhoods for potential marketing homes to advertise energy efficient products.
- Create enthusiasm for and thoroughly explain our trademark Flipside Marketing Program.
- Work with the marketing manager in assigned areas to maximize performance.
- Memorize our copy written marketing presentation along with rebuttals.
- Daily training on marketing techniques.
- Login production into Energy One CRM.
• Set qualified appointments based upon Energy One’s qualification process.

Training:
• In-classroom training.
• In-field training.
• Virtual Coach: Access to internet training.

Qualifications/Skills:
• Marketing majors (in their junior or senior year).
• A professional manner and excellent presentation skills.
• Valid driver’s license, reliable transportation and proof of auto insurance.

Duration:
• Spring/Fall Internship: 20 hours per week/10 weeks (200 job hours).
• Summer Internship: 20 hours per week/8 weeks (200 job hours).

Compensation:

  Base Salary:
  • Base salary: $20,000/annual. Based on part-time hours.
  • Paid semi-monthly (15th and last day of each month).

  Commissions:
  • Eligibility for Commission: Ranging on production.
  • Commissions are paid out the following month on the 15th.

Attire:
• Energy One Polo Shirt (issued by Energy One).
• Khaki, Navy or dark slacks/shorts.
• Comfortable shoes for walking.

What to expect you will learn from an Internship through Energy One:
• The history of Energy One including mission, vision, goals and objectives.
• Marketing strategies.
• Competitive analysis.
• Management and leadership styles.
• Human Resources practices.
• Day to day responsibilities as a Sales Marketing Representative at Energy One.
You get to work with a great group of new team members!

To apply: hr@energyonewindows.com

Position Location:
Energy One of Austin
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http://www.youTube.com/watch?v=zvON73CoC7s

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