Investment Professionals, Inc.

Business Development Internship

Description

Company Overview:

Investment Professionals, Inc., headquartered in San Antonio, Texas, is the industry leader in partnering with community banks and credit unions across the country to build successful investment programs. We credit our culture of entrepreneurship and partnership as the driving force behind our success. Our selection standards for financial consultants and home office employees are high – and we believe the investment we make in finding the right people - and training and developing them - is worth every penny.
IPI's success is derived from our company values: we reward service, integrity, passion, courage, and teamwork in helping our clients manage their financial lives. Compassionate, approachable candidates with a strong work ethic are people we want to join our team. Come see why IPI has been voted by its employees as one of the best companies to work for in Texas in 2014!

Job Summary:

This part-time, paid internship provides the unique opportunity to experience the professional business to business (B2B) sales cycle by training under and assisting a Business Development leader within the banking industry. Learn how to source new clients, develop your networking and sales abilities, and experience the paperwork and business needs associated with building a professional sales pipeline. This once in a life-time opportunity will kick start your career by developing highly sought after sales skills that every employer is looking for!

Qualifications

Essential Functions:

- Assist in the dissemination of marketing campaigns and execute small-batch direct mailers, postcards, and other marketing collateral
- Make outbound prospecting calls for a minimum of twenty calls per day to bank and credit union contacts
- Identify and qualify leads and book meetings with prospective bank and credit union partners
- Ensure that new bank partner contracts and materials are prepared, shipped, and properly executed
- Plan meetings and coordinate on-site visits for prospective bank partners to include preparing schedules, coordinating presenters, preparing board room, and arranging meals and transportation to ensure a productive and well-executed meeting
- Assist with departmental reporting as necessary

Education and Experience:

- High school diploma or equivalent is required.
- Applicants must be a US citizen or a permanent resident by law.
- A minimum GPA of 3.25 on a 4.0 scale preferred
- Applicants must be a Junior or Senior in College
- Applicants must be pursuing their bachelor's degree at an accredited institution
- Applicants must be interested in pursuing a degree within Business or Finance
- Applicants must be enrolled in at least 12 hours for the fall Semester.
- Class schedule must be flexible with the hours of operation for the office (available during 8am to 5pm time frame)

Knowledge, Skills, & Abilities:

- Intermediate use of the 2013 Microsoft Office Suite (Excel, PowerPoint, Word, and Outlook)
- Assertive, competitive, self-starter, goal-oriented and results-driven with an entrepreneurial spirit.
- Self-motivated, creative, and decisive. Ability to respond effectively and quickly to clients' needs and issues.
- Strong customer service skills
- Strong written and verbal communication skills
- Ability to meet deadlines
- Strong attention to detail

Additional Notes:

This position requires a background check. If you are licensed and if you have a prior bankruptcy, U-4 disclosures, credit issues, criminal convictions, civil judgments, pending litigation, termination from a previous employer, or any other matter subject to FINRA disclosure regulations, you must disclose these items during the pre-screening process.

- Investment Professionals, Inc. is an EEO/AA/M/F/D/V employer.

Interested? For further information/application:

https://urldefense.proofpoint.com/v2/url?u=https-3A__www.paycomonline.net_v4_ats_at-2Dapp-2Dviewjob.php-3Fclientkey-3D5EADB4F156F90E3C62D2887DCC5B8BD7-26jobcode-3D5670-26jpt-3D&d=AwIFAg&c=OrYO-caJHQE1g_AJU3az1awi55It-bjDIQrtRiZ6WBk&r=fQhwJMrXvDlNHzk8sFsc6A&m=k9c-miqTP96hSndaKmSD3dNPFXiYbizlIJf8AtxNw4&s=jwGAmAPNh2_wxf96zCkYGKVK0ucbUqIBcdvbjgP6Rnk&e=