



Position Title: Lead Generation and Business Development Intern

Supervisor: Nikki Newman – Marketing Director

Objective of Internship: To gain experience in the Sales and Marketing aspects within the high tech arena of software solutions.

JOB DESCRIPTION:

Working as an intern in our dynamic Austin Based Inside Sales Team, you will be responsible for lead generation and cold calling activities. This will be based from plans built with the Sales Team and Marketing Director. You will primarily call on manager level and above within Human Resources, Talent Management, and IT. Primary method of contact is via telephone.

- >Effectively manage time and account base to maximize marketing & selling efforts during work day.
- >Cold calling into F1000 accounts and generating interest in the Lumesse suite of Products.
- >Utilize and maintain CRM tools (SalesForce) to document and track account development and new opportunities during the selling cycle.
- >Utilize Hoovers, LinkedIn and other sources to create meaningful calling lists.
- >Maintain CRM tools (SalesForce) to document and track account development and new opportunities during the selling cycle
- >Update customer contact information and lead information, and call activity summary to ensure solid audit trails and ensure data quality.
- >Manage and deliver brief virtual company introductions and high level product overviews.

JOB RESPONSIBILITIES:

A qualified candidate:

- > will have a desire to learn more about SALES & MARKETING
- > enjoys challenges, is outgoing and eager to reach out on the phone to share value propositions.
- > has a documented track record of work history
- > excellent communication and administrative skills
- > proficient in Microsoft Office products
- > knows how to prioritize tasks and meet deadlines

ABOUT LUMESSE:

Lumesse is the only global company making talent management solutions work locally. We help customers around the world to implement successful local talent management initiatives that identify, nurture and develop the right people, in the right place, at the right time. Our multi-cultural background and presence means we understand how to deliver talent solutions that work the way our customers work, as individuals and as teams, because no two people, organizations or cultures are the same. We regard differences as strengths, not as obstacles.

1,700 customers work with us in over 70 countries because they recognize that commitment, innovation and value only come from people. We help customers to unlock and inspire that human potential in their businesses. Our integrated talent management solutions are comprehensive, intuitive, secure and fully internationalized into over 50 languages. www.Lumesse.com

Dress: Business Casual

Hours: Two days per week 9:00am until 5:00 pm (can be flexible) 15-20 hours per week.

Salary: \$8/hour, reimbursed for work-related mileage only; may receive academic credit.

For consideration, please fax cover page and resume to Nikki Newman @ 512-529-3574 or Nikki.newman@lumesse.com for more information.