



## **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 (15<sup>th</sup> and last day of each month).

##### **Commissions:**

- Eligibility for Commission: Ranging on production.
- Commissions are paid out the following month on the 15<sup>th</sup>.

#### 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](mailto:hr@energyonewindows.com)

**Position Location:**

Energy One of Austin  
8627 North Mopac Expressway, Suite 250  
Austin, Texas 78759

**Contact:**

Lisa A. McIntosh  
VP of Human Resources  
[lmcintosh@energyonewindows.com](mailto:lmcintosh@energyonewindows.com)

(o) 512-650-2688

[www.energyonewindows.com](http://www.energyonewindows.com)

<http://www.youtube.com/watch?v=zvON73CoC7s>

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