



SALES ASSOCIATE INTERN – Austin, Texas

The Sales Associate Intern will work with our Strategic Sales Team. This team is aligned to the largest nonprofit organizations in the U.S. and is responsible for expanding relationships with existing clients and forging new relationships with prospective clients. The Sales Associate Intern is responsible for all duties from prospecting, database management and reporting, RFI and RFP assistance. The Sales Associate Intern will work closely with the Strategic Associate Sales Executive to execute projects as assigned.

Job Description The successful intern candidate will be interested in a future career in software or technology sales. You will gain the ability to identify and create new business opportunities that drive and grow revenues for Convio. During the internship, you will acquire skills to:

- Execute projects related to client relationships, business development, and sales.
- Completing and submitting RFIs and RFPs for specified accounts as directed.
- Build understanding of customer pain points, requirements and potential value that can be delivered by Convio
- Be willing to navigate prospective accounts from and into a senior executive level to identify new customer opportunities in a focused market space
- Compose business class focused e-mails responding to call backs and fulfilling information requests
- Achieve activity targets from assigned territory or set of accounts
- Provide timely reporting using the CRM tool to document activity, conversations, scheduling meetings

Required:

- Must be currently pursuing an undergraduate degree in Business, Sales or related field

Desired skills:

- GPA of 3.0 or greater
- Strong interest in a sales career
- Willingness to learn and willingness to fail, but always willing to try
- Understanding of the technology businesses use to operate is a plus
- Comfort in interacting with different roles and responsibilities of senior management of an organization
- Comfortable collaborating with extended team
- Skilled in prospecting techniques is a plus
- Well organized, self motivated and driven by success
- Experience using Microsoft Office, Outlook (specifically calendaring), Salesforce.com



ABOUT CONVIO

Where else can you work alongside talented people, develop a rewarding career and create impactful tools for some of the world’s most successful and socially responsible nonprofits? It’s not something you find every day. But we have it all: a growing, fast-paced software business, an environment where you can thrive professionally and the everyday reward of knowing that you’re part of a community that’s enabling meaningful change.

We provide innovative, cloud-based constituent engagement solutions – our best-in-breed online fundraising suite combines the world's most powerful CRM tool (we leverage the Salesforce.com development platform Force.com), leading analytics technologies and industry expertise to meet the complex needs of large, enterprise nonprofits.

History

While volunteering for a nonprofit pledge drive, Convio founder and technology leader Vinay Bhagat saw that the traditional process for managing interactions with donors was not as efficient and effective as it could be. There simply had to be a better way.

With insights he had gained from working for a software company, he understood that technology could be the key. It could help nonprofits reach more people, raise more money and reduce costs.

So, in 1999, after talking with more than 1,000 nonprofit executives and assessing their unique needs, he set out to change the status quo for nonprofits. He launched the first comprehensive, on-demand platform that addresses the unique fundraising, communication, advocacy and relationship management requirements of nonprofit organizations.

Recently, the company added a CRM system to its product offerings to help nonprofits move beyond just storing donor data in their traditional donor databases, to using supporter data for raising money more effectively and advancing their mission.

Benefits

Convio has a Paid Time Off (PTO) policy to provide full-time and part-time employees with time away from work for activities such as vacations, personal business, family concerns or illness. In addition to PTO, Convio provides its with Volunteer Time Off (VTO) from work in order to volunteer. All full-time employees will receive 3 VTO days per calendar year. All part-time employees will receive 1.5 VTO days per calendar year.

Years of Service	Number of Days Granted
0 – 1 year (first partial calendar year)	Prorated 20 days (based on start date)
1 - 2 years	20 days
3 - 5 years	25 days

6+ years	30 days
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Our Clients

Convio's clients represent a wide range of sectors and sizes. Current clients include:

