

Sales Internship Opportunity

CONNECT GLOBAL is a leading provider of professional translation and localization services with offices in US and Europe. We help global firms reach and engage their customers in local markets around the clock, by combining language and technology expertise of the highest level. For our new office in Cluj-Napoca, we are seeking interns to join and assist our Sales Team in generating qualified leads and developing new business opportunities.

Internship Details

- Status: Internship/Graduate
- Department: Sales/Marketing
- Schedule: Full-Time
- Location: Cluj-Napoca

What you will learn:

- Gain an understanding of B2B lead generation sales and marketing processes and the various go-to-market strategies.
- Understand all aspects of the sales cycle and the different techniques used for prospecting.
- Prepare new campaign strategies including social media, outbound calling, and email.
- Research prospective clients to reach within the sales target
- Organize client contact lists and schedule updates using a cloud-based, innovative CRM solution
- Develop critical business communication skills for sales presentations

Key Requirements

- Excellent English verbal and written communications skills (C2 Level); Bachelor Degree is a plus
- Positive attitude and commitment for life-long learning in developing a sales career
- Highly motivated self-starter, with initiative and ability to work independently with minimal supervision
- Solid working knowledge of MS Office applications, e-mail and web applications

Applicants must possess the mindset of a self-starter that is willing to ask for and adopt strategic directions, execute those directions with excellence and constantly seek ways to add their own unique value to the aforementioned strategies. The applicant must be willing to make the most of this opportunity by proactively finding and grasping the chance to learn and gain new skills.

About CONNECT GLOBAL

CONNECT GLOBAL is a leading provider of professional translation and localization services. Whether the focus is on technical documentation, software applications, web content or multimedia titles, we have the linguistic and technical expertise to provide efficient, reliable and cost-effective solutions to help our clients succeed in international markets. As an outstanding full-service language solution provider we boast industry professionals of the highest caliber, integrating global and local capabilities - the right people, with the right skills, in the right place.

At **CONNECT GLOBAL** we guarantee much more than just a grammatically correct translation from one language to the other with no spelling mistakes. We protect the value of our customers' brand, making sure that all their products and communications are delivered to foreign audiences with the same attention to linguistic and cultural detail that they were given in the home market.

For over 15 years, we have captured the business and praise of clients such as ABB, Abbott Laboratories, Amazon, Banc of California, Belleli Energy-Exterran, De Cecco, DHL, Ergobaby, Etro, La Perla, Linde Gas, Lulu.com, Navionics, Pfizer, Rapiscan System, Simpson Strong-Tie, Vulcan, Xerox and other global leaders. They chose us as their trusted partner to translate the success of their products and services into all the languages of the world.