

Internship - Sales Academy Business Development Specialist

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Company: Evernex

Location: Morocco

Category: other-general

Evernex is the market leader in third-party maintenance that is truly global. Operating in 165+ countries from 45 offices worldwide. Evernex stays close to its customers to offer IT infrastructure maintenance coverage throughout Europe, North & South America, APAC, the Middle East and Africa – unmatched on sustainability and cost-effectiveness.

Everyday, Evernex ships one metric tonne of spare parts around the globe to maintain data center operations at the highest level.

The role will entail generating leads, convincing prospects, scheduling sales meetings, updating customer data in real-time, service delivery and more. If you want to develop a career in technology and sales – you must apply.

Key responsibilities :

Position Evernex Services and Products in a competitive landscape through engaging with new strategic clients, working with channel partners, generating interest and qualifying prospects.

Prospect and identify market and customer needs while collaborating with the internal sales team on the assigned countries.

Share feedback with account teams through the CRM (Salesforce) regularly and maintain sales progression data.

Qualifications and requirements:

Currently pursuing a bachelor's degree in Business Administration/Management, Sales, Marketing, and Information Technology.

Strong desire and business acumen for IT solutions selling,

Excellent verbal and written communication, analytical and presentation skills

Passion for technology and customer oriented,

Entrepreneurial spirit and be a self-starter

Fluent in English

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