

Danish tech startup looking for an Outbound Sales Intern

Are you looking for an internship in a large company, where your work tasks are planned, and the strategy for the next 10 years is laid out?

Then there is no need to read on.

If you are instead interested in working in an ambitious sports tech startup, where you get great responsibility and influence on your work tasks and areas of responsibility – yes, then an internship at Instructr may be the right choice for you.

For the spring semester 2023, we are looking for a curious and ambitious intern with competencies within sales and marketing. Your personality and competencies will help shape your tasks, but you will play a key role in Instructr's sales strategy and execution.

Who are we?

Instructr is a B2B SaaS company building a digital platform for blended learning in sports instruction. Our customers are ski schools, surf schools and other sports instruction companies.

Instructr is built on a vision to modernize the sports industry through digitalisation and easy access to technology. We also want this to be reflected in our culture and daily work, where we work with Scrum as a framework, among other things.

Who are you?

You are a passionate and positive person who sees challenges as opportunities rather than problems. You are motivated by sales and you feel comfortable communicating with customers. Preferably you have experience with outbound sales, CRM software, and customer research.

What will be your tasks?

You will be involved in defining your work tasks based on your competencies, ambitions and requirements from your study. Your closest partner will be Instructr's CEO Anders.

As a starting point, however, you can expect to deal with:

- Researching, prospecting, qualifying potential customers
- Reaching out to potential customers on mail, phone, and LinkedIn.
- Updating and optimizing Instructr's sales material, including presentations, product demos, and website.
- Participating in sales meetings.
- Organizing and improving our CRM setup.

What can you expect from us?

We strive to organize an internship that gives you the most possible learning, sparring and relevant experience in your field. We can offer a high degree of flexibility, so that the internship is best suited to any electives, project assignments and other important things in your life. We know that the internship must be adapted to your studies, and we are ready to help you with the internship report or something else. In addition, we want to be open and honest about the company's growth and development, so you can get a real understanding of life in a startup.

The practical stuff

- The workplace is at the Copenhagen School of Entrepreneurship, which is located at Porcelænshaven 26, Frederiksberg. However, this can also be combined with remote work.
- Starting date is January 4th 2023, but we are flexible regarding the start time. In addition, we are also flexible about the duration of the internship.
- The internship full-time, but part-time can also be arranged.
- The internship is unpaid.
- Danish language skills are not required for this position.
- We plan to hire a minimum of two other interns for the period.

As you can probably read, we are quite flexible. If you are skilled and ambitious, then we will go to great lengths to get hold of you!

Application

If you are interested in the position, send your application incl. resume to Anders at ala@instructr.io

Deadline: **December 1st 2022**

If you have questions about the internship, or if you have another professional profile that will fit in with Instructr, you are very welcome to write an email to Anders or call +4529384432

We are looking forward to hearing from you!