

Princeton University Keller Center Internship

Solve Media, Inc.

ENTREPRENEURIAL SUMMER INTERNSHIP PROGRAM

Solve Media, Inc.

Location: Philadelphia, PA

Company Description

Solve Media's proprietary TYPE-IN™ is branded CAPTCHA (human authentication), which places relevant brand messages where users are already engaged. TYPE-INS™ provide value for Advertisers, Publishers and Consumers.

Internship Description

Telephone-Based Inside Sales

Solve Media is the hottest technology company with offices in Philadelphia and New York City--we are only seeking the hardest working self-starters in the Philly area! Please do not apply if you are ordinary in any way. This job is perfect for someone who is out to prove to the world that they are exceptional! We're a successful, driven and accomplished management team that has been there, done that and we know what it takes to rock an industry. Solve Media is leading the online media revolution. As the undisputed leader in this field, we are looking for incredibly bright, talented, flexible and focused self-starters to join our ever-growing family. Please apply ONLY if you: are motivated by a true entrepreneurial experience, desire a casual yet focused work atmosphere, will work tirelessly to satisfy our customers. We're not looking for a standard 9 to 5'er. Instead, we'd love someone who understands what a startup is about and wants to seriously contribute to the growth and success of the company.

Responsibilities:

You will be expected to manage your own pipeline - scheduling appointments with advertisers, agencies and publishers. This position requires very strong phone skills and a basic understanding of our product line and sales process. In addition, the position requires collaboration with geographically placed Field Sales Representatives to generate new sales and pipeline opportunities. The position is a desk-based job though duties may require work outside of standard business hours.

- Deliver a steady stream of new prospects through outbound calling efforts
- Qualify relevance of each lead; is it a valid opportunity?
- Track all relevant sales activity using Salesforce.com
- Generate new opportunities with new prospects and existing customers
- Maintain pipeline data on the forecast

Ideal Candidate: Business, Sales, Marketing

HOW TO APPLY:

Apply via Tiger Tracks.

Looking for:

Business, Sales, Marketing

Apply:

TigerTracks

Contact:

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