

Sales Executive (internship)

Mavenful helps social media influencers to grow their popularity and become entrepreneurs. We train influencers with social media, self-makeup, fashion, and photography workshops; we assist them in running their social media accounts; and finally, we match them with brands via our machine-learning algorithm, to get access to product or service endorsement. 250+ influencers joined us In Indonesia, and 15+ brands collaborated with our influencers, from local (Colette & Lola) to international brands (Accor Hotels). Our founding team is composed of expert from the tech industry (ex-Lazada digital marketing head) and influencers. We are looking for a Sales Executive to help us grow and have an impact in the social media industry.

Job Description

- Acquire and develop sales opportunities through a combination of channels, including but not limited to, referrals, networking, cold calls, and face-to-face meetings
- Diligently follow up and close sales opportunities
- Build a lasting relationship with brands decision makers to maintain the possibility of future sales
- Consult and recommend our products and services to brand decision makers while communicating the value of joining the Mavenful network
- Collate press materials to ensure that a brand is ready to go live on the various distribution channels
- Work closely with the Operations team to facilitate successful product adoption by new clients
- Upsell additional paid-services to existing clients
- Constantly relay and generate feedback regarding future product improvements, strategic marketing initiatives for new and existing brand partners to our respective team leads

Requirements

- Able to communicate effectively with a broad range of audiences to sell Mavenful's products
- Able to build positive, lasting relationships with clients
- Able to be productive and efficient with minimal, or no supervision (because we work fast, and want to grow fast)
- Independent and have a result-driven mindset
- Analytical, detail-oriented, and conscientious
- Resilient, persistent, and methodical
- Knowledgeable in using Microsoft Windows and Office suite of software
- Fluent communicator in both English and Bahasa (needs to be able to do a sales pitch in English too)

- Previous experience in ecommerce, media, advertising or web design is a plus
- Humility, zero egos, and excellent collaborative spirit. We are all here to learn and grow together as a team

Perspective

Joining an early-stage and fast-pace growing company is the best launching pad for your career growth. Successful interns will get a fulltime job offer at the end of their trainee.