

THENEXTSOFTWARE.IO

Sales Intern

ABOUT US

TheNextSoftware has 4 SaaS (Software as a Service) products and operates within the hospitality, financial and retail market:

TheNextTable;

Independent online reservation software for restaurants.

TheNextReview;

Online guest satisfaction tool directly connected to TheNextTable.

TheNextBalance;

Online petty cash register for the hospitality and retail industry. Directly connected with different bookkeeping software.

TheNextInvoice;

Invoicing in the cloud directly connected with different bookkeeping software for SME's.

TheNextSoftware is an Amsterdam based start-up founded in 2014. Currently TheNextSoftware serves over 2,000 clients in The Netherlands, UK and Belgium.

WHO ARE WE LOOKING FOR?

TheNextSoftware is looking for an enthusiastic, social, hospitable sales intern for two of our products; TheNextTable & TheNextReview in Amsterdam.

As a sales intern you are punctual, able to work independently, understand market requirements and you able to translate these requirements into the sales process.

You will focus on attracting new clients and tab into new markets. This will be mainly done by cold calling or visiting restaurants on location.

WITH FOLLOWING CHARACTERISTICS

- Entrepreneurial, motivated, punctual and representative
- Excellent command of Dutch and English language
- Able to multitask, always looking for the most efficient approach to tackle obstacles.
- We are looking for someone who went to great commitment and no 9 to 5 mentality applies.
- Wanting to go the extra mile when it comes to sales

What does your day look like?

- Tab into new markets
- Cold calling
- Account management
- Lead follow-up
- Improve sales process
- Cross selling
- Visit, sell and advise on location
- Research market opportunities

WHAT WE HAVE TO OFFER:

- Monthly internship fee
- Bonus fee based on performance (Sales!)
- Free lunch at the office
- Liberty to set professional goals
- Weekly Friday afternoon drinks
- Office with a bar, pool table, Wii and football table
- Young and ambitious team; work hard, play hard
- Possibility to combine internship and thesis
- Possibility to grow within the company



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