

**Internship Program Name:** Dell EMC Inside Sales Internship Program

**Undergraduate/ graduate or both-** Undergraduate

**Duration-** 9 weeks total

**Exposure-** Interns will be exposed to Inside sales management team, Inside sales full time associates, Inside sales full time ISR's, field teams, Renewals team, and development team.

**Development:** Interns will go through a 3 week training period learning our full portfolio. They will receive training on products, how to run a basic sales cycle, prospecting, organization, and customer communication. Interns will be tested weekly on their knowledge and complete full custom role play scenarios with their manager.

Interns will compete in white board competitions, group messaging competitions, and be expected to hit their daily call metrics

### **Why should they choose this internship?**

This internship offers undergraduate students the opportunity to join a global sales organization and hold the same responsibilities as our full time employees. Our interns will get a crash course on our portfolio, they will gain sales skills and team building skills. This internship allows students to be immersed in the sales and technology industry by talking to customers and qualifying out real opportunities to drive company revenue. At the end of the summer all interns will have the opportunity to interview for a full time position at Dell EMC.

### **Internship Job Description:**

#### ***Associate Inside Sales Internship Program***

Our Program is a unique opportunity for the next generation of Sales Leaders. The Inside Sales Internship is an extension of the sales team and provides a unique opportunity for students to receive continuous training focused on sales skills and technology, but also allows students to get a hands-on understanding of what a career in sales is like.

The sales interns will help drive revenue through demand generation. Prior to driving demand via phone with our customers, the Associate Inside Sales Interns will participate in a three-week sales training program to develop technology, sales and business skills.

Success within the inside sales internship program will enable students to interview for a full-time opportunity within our Inside Sales Development Program.

## **CORE RESPONSIBILITIES**

Working in a virtual team environment with our inside sales and field sales teams, the primary focus of our Associate Inside Sales Internship position is to generate qualified customer leads that the sales teams can develop into sales opportunities.

- Uses multiple lead-generation tools (Salesforce.com), Twitter, and Linked In and the phone to generate potential sales leads.
- Meets a quota for daily, weekly, and monthly quality appointment goals and generating qualified leads that ultimately convert to booked pipeline revenue.
- Participates in ongoing sales, business and technical training courses to increase overall awareness of solutions and go-to-market strategies. This includes written tests and verbal presentations that measure sales competency and messaging ability.
- Understands our wide ranging product solutions. This will be accomplished by participating in ongoing sales, business and technical training courses to increase overall awareness of our solutions and go-to-market strategies.
- Ability to work with Intern Olympic team to accomplish weekly goals/competitions designed to reinforce concepts taught throughout training activities

\*Relocation to MA and housing for the summer is provided

\*Interns are paid

\*Candidate must be able to work entire length of internship program

## **Links to apply for Full Time / Internship:**

**Full time:** Apply online & email [Haley.Fox@dell.com](mailto:Haley.Fox@dell.com) with introduction and resume

- January 2018 Round Rock, TX: <https://lnkd.in/esM3FgS>
- February 2018 Franklin, MA: <https://lnkd.in/efrvrVY>
- Summer 2018 Franklin, MA: <https://lnkd.in/eiW52CS>
- Summer 2018 Round Rock, TX : <https://lnkd.in/eX7dSae>

## **Internship:**

- Dell EMC 2018 Summer Inside Sales Internship Franklin, MA <https://jobs.dell.com/job/franklin/inside-sales-intern-undergraduate/375/6159502>

**Dell EMC Logo:**

- ( Approved company logos are attached to document)