

# United States Jobs Expertini®

**Walsworth Sales Lab Intern / Lead Generation Specialist (University of Missouri, Columbia Campus) (51081)**

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Company: Walsworth

Location: United States

Category: other-general

## Description

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**\*\* Now accepting applications for Fall 2024 Mizzou Sales Lab openings. Interviews for Fall 2024 internships will be held in late April or the first week of May 2024.\*\***

Gain paid, real-world internship experience as a Walsworth Sales Intern / Lead Generation Specialist!

Walsworth Yearbook Sales is partnering with the Mizzou Inside Sales Lab to hire five, part-time, on-campus sales interns for the **Fall 2024 semester** . We'll work around your schedule accommodate your course load. This is a part-time position with a minimum of 15 hours per week and the option to work additional hours if desired. All shifts will be between the hours of 7:30 AM and 6:00 PM.

**Students must be actively enrolled and in good standing with the University of Missouri to be considered eligible for this position. This is an on-campus position in Columbia, Missouri.**

**What you'll do as a Walsworth Sales Lab Intern :**

Making outbound calls to a list of prospect accounts to gather information and ultimately make follow-up appointments for the local yearbook sales representative.

Researching territory information on prospect accounts using outbound calling and internet web searches

Accurately updating account data fields in Salesforce on information gathered from calls

Communicating in a professional manner directly with school office personal, internal employees and Walsworth Sales Representatives and management

Maintains tracking of all inquiries, calls, and emails as required

Assists in developing results reports from calling and contact effort

**Qualifications and Requirements:**

Must be currently enrolled as a student at the University of Missouri (Columbia, Missouri campus) & in good academic standing

Must be able to work 100% on-site at the Columbia, Missouri campus

Must be able to pass a pre-employment drug screen

Outstanding personal relationship skills

Highly skilled in verbal communication

Skilled in organization, prioritization and multi-tasking

(Preferred) Interest in or working towards a career in sales

(Preferred) Experience in yearbook, newspaper, editing, or publications

Preference is given to seniors who require an internship for their Mizzou Sales and Customer Development certificate

**Qualifications**

**QUALIFICATIONS:** To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill and/or ability required.

Must be currently enrolled as a student at the University of Missouri (Columbia, Missouri campus) & in good academic standing

Outstanding personal relationship skills.

Highly skilled in verbal communication

Skilled in organization, prioritization and multi-tasking.

(Preferred) Experience in yearbook, newspaper, editing, or publications

**LANGUAGE SKILLS:** Ability to read, analyze and interpret general information. Must be able to communicate clearly, effectively and professionally with others inside and outside the organization. Prefer individuals skilled in data collection primarily over the phone in an unobtrusive manner.

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