Lami Technologies - Sales Intern

Sales Intern
Company: Lami Technologies
Location: Remote, in a location that allows for collaboration with GMT+3 Time Zone
Internship length: 3 months
Internship start date: ASAP

Summary

Lami is a pioneer in the digital insurance space, on a mission to break the 3% insurance penetration barrier in Africa, and provide a safety net for every person in the continent. Lami is an insurance SaaS platform with customers that include insurance companies, banks, and digital platforms. Our headquarters are in Nairobi, Kenya.

We are looking for motivated and talented individuals to join our team. The goal of this internship is to fill gaps in business to business (B2B) sales and better prepare you for a future career in business development. As an intern, you will be working closely with a supervisor and other colleagues who will provide you with real hands-on projects and daily tasks. Interns will be able to apply classroom-based knowledge to projects and gain essential workplace skills needed to be career ready. Lami Technologies is dedicated to developing successful leaders, and we strive to make this internship as realistic and informative as possible.

Job Duties and Responsibilities

- Manage Qualified Sales Leads with the goal of closing the deal
- Understand and assess the needs of the client to maximize sales potential
- Develop proposals and sales pitches to solve targeted issues of B2B partners
- Organize demos with leads; answer product and technical questions
- Run Proof of Concepts (POCs)
- Coordinate customer engagement with other teams
- Identify business opportunities by finding prospects; research and recommend new opportunities; maintain relationships
- Recommend product improvements or new products by remaining current on industry trends, market activities, and competitors

Qualifications and Skills

- Research and investigative skills
- Bachelor or MBA degree in management or related fields
- Excellent verbal and written English
- Interpersonal skills and the ability to collaborate efficiently with a remote team
- Understanding of technology and ability to simplify complexities
- Experience in a sales / business development for SaaS products
- Concept design and modeling skills