



Education Under Construction Consulting
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Position: Online Sales Manager - Intern
Department: Sales & Marketing

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About Our Company

Education Under Construction Consulting (EUC²) is a new consulting firm in the education industry. EUC² is committed to partnering with stakeholders in the education system by enhancing workplace culture and diversity, and to inspire sound teaching practices through engaging in scholarly research. Our consulting firm offers a variety of services which include custom developed curriculum, training, impartial research development, and diversity awareness.

Salary

This is an unpaid internship

Term of Position

Fall Term

Reports To

The Online Sales Manager intern will report to the Sales & Marketing Team lead and frequent interactions with the CEO.

Job Overview

As an Online Sales Manager you will be responsible for maintaining all online sales revenue streams. This includes but is not limited to limited to: Teachable, TPT, Exchange Micro-School. This will require daily concerted effort in building clientele in each of these areas and working closing with the Sales & Marketing team to schedule out the promotion of services.

Primary Responsibilities and Duties

- Assist in developing and implementing creative sales strategies
- Create and organize online sales activities and materials
- Working with prospective clients in the Exchange Micro-School to match teachers with families and explain program
- Understand the target audience in various revenue streams to apply appropriate sales techniques
- Develop online material under the direction and guidance of Dr. Calito
- Resolve any questions clients may have about services
- Coordinate and implement the best practices to ensure sales are effective and can be closed before deadlines
- Work closely with financial analyst to prepare online sales projections and reports
- Participate in growth strategies for business by identifying new opportunities
- 25-32 hours per week

Qualifications and/or skills acquired through Internship

- Currently studying or a BS/MSs in Marketing or related field
- Ability and willingness to learn new programs
- Outgoing and a customer-oriented attitude
- Excellent interpersonal communication skills
- Problem-solving and conflict resolution capabilities
- Excellent ability to build and maintain a positive and professional relationship
- Devoted to providing high-quality customer service
- Attention to detail

Submission Requirements

- A letter of recommendation from a professor OR academic counselor
- A copy of current unofficial transcripts
- Writing sample in the form of an introductory letter stating: “How your current skills can contribute to the success of the organization” maximum of 250 words