



## **SEMLER INDUSTRIES, INC.**

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## **Profile** **Business-to-Business, Industrial** **Market / Sales Intern**

Semler Industries Inc. is a distributor and fabricator of custom-engineered industrial filtration and liquid handling systems (and after-market products) used in several manufacturing markets. We are a recognized leader in the industries we serve. The company is seeking an individual to assist our efforts to grow our sales in a specific geographic area, and exceed our customers' service and support expectations.

Presently, we are seeking an individual to research and contact customers within a given market to help outside sales individuals grow their territory. This position will support one or more seasoned sales professionals and will act as a mentoring opportunity for the student to see how sales and marketing work in an industrial environment. We're interested in those that have a career-focus and may work with the organization once out of school with the possibility in time to secure a territory themselves. Cannot shy away from cold calling.

### **RESPONSIBILITIES:**

Work with salesmen, project managers, development, marketing and customer satisfaction including:

- To research and develop markets and various databases to develop market-specific prospective customer lists. This includes a good portion of cold calling and screening potential customers.
- Develop market survey questionnaires for existing and potential clients, and contacting various companies to perform surveys, and record, organize and report responses to management
- Research new product development ideas online, in magazines and past records, seeking data and trends indicating top opportunities
- Use various resources, free and pay-for-service, to obtain data lists and sort accordingly
- Support brochure development with marketing firm (as needed)
- Prepare sales call reports in concise and priority oriented fashion
- Complete articles, blogs or "briefs" on successful projects as deemed appropriate
- Perform other tasks as required following established policy and procedure.

### **MINIMUM ACCEPTABLE QUALIFICATIONS:**

High school diploma or equivalent required. Must be working toward marketing or sales bachelor degree. Preferably junior or senior year.

Willingness to learn significant amount of new material in a short time is a must. Also, must be willing to adapt to multiple-project workload as dictated by portfolio needs.

Must possess excellent communication, grammar, organization, reporting and people-related skills. Computer literate with advanced knowledge of Microsoft Office: Word, Excel and Powerpoint. Must be able to speak, write, and comprehend written and verbal instruction in English.

For company information, refer to [www.semlerindustries.com](http://www.semlerindustries.com)

Hours: 10-20 hours per week AND/OR summer full time

Compensation: Paid Internship