



# Intern Sales & BD Associate

PinOn, Inc. is a passionate startup based in Boston and backed by one of Boston's leading startup accelerators. We are expanding our core team with the addition of an intern Sales & Business Development Associate. This ground-breaking sales intern will oversee and responsible for our outside business relationship, product user growth, and product commercializing functions within PinOn early stage's growth-driven sales objectives and will report directly to the CEO. A real understanding of the mobile internet users, business development, online advertising, and realities of selling in big ideas paired with a passion for crafting compelling product sales strategies are at the core of this position. You will enjoy working with a small group of true innovators and you will see your insights turned into product decisions that can potentially influence the lives of more than 1 Billion people.

## Responsibilities:

- For more than 50% of the time, you will work on the field and meet clients face to face, focus on negotiating and facilitating business cooperation, and identifying business opportunities.
- For roughly 30% of the time, you will focus on growing PinOn's brand awareness and pass PinOn's values to its existing and potential users by creating both online and offline sales and marketing campaigns.
- For the rest of the time, you will work closely with the CEO and the product team to establish the sales and go-to-market visions, strategy and associated roadmaps for the PinOn and communicate that vision and strategy across the organization.
- Users are always our top priority. Understand what drives user engagement on mobile apps, especially social media apps, and understand user-business relationships and translate these into actionable sales and marketing strategy & tactics to maximize goals and deliver on KPIs.
- Conducting sales calls (average 50 cold calls per week), track and maintain client relations are among the key responsibilities.
- Lead the process of driving out-of-the-box sales, marketing, and branding experiences to pass PinOn's vision to more of its users.

## Basic Qualifications:

- Bachelor's or higher degree in Business or related field.
- A strong passion and a long-term career goal in the field of sales and BD.
- Strong leadership and interpersonal skills.
- Excellent writing and communication skills - you can take anything and extract the heart of the exciting message, and build a story around it.
- 1+ years outside sales experience (with verifiable track records of business growth).
- 1+ years of B2B ROI based sales experience (with verifiable track records of achievement).
- Be able to work in a fast-paced startup environment. A flexibility to work overtime frequently is required.
- Skilled in social media influencer marketing, SEO and SEM campaigns is a plus.
- Previous working experience in the internet and tech company is a strong plus.
- A deep understanding of the applications of the big data and AI in business and have the ability to identify data-driven business opportunities is a convincing plus.

## Core Benefits:

- Rare opportunity to join a fast-growing startup with huge potential to join PinOn as a full-time member, build and grow your own sales team, to get promoted quickly (ultimately to the VP-Sales), and to make real-world impacts.
- Be actively involved in the company's core product and business decision-making processes.
- Professional on-site sales training provided by the sales experts.
- Work in an awesome atmosphere and learn from true innovators.

**Please send your resume to:  
zeliang.cheng@pinon.io**