



A Xerox Company

Sales Internship at Michigan Office Solutions, a Xerox Company

Job Description

This internship opportunity provides current college students *passionate about a career in sales* an intensive training environment where they learn the basics of MOS's sales strategies in preparation for a full-time sales consultant position. This opportunity enables individuals with interest and potential in business-to-business sales the opportunity to learn critical skills, to practice and execute prospecting activities, and to conduct other sales activities under the direct guidance of our sales trainer, sales managers and experienced sales consultants. This internship opportunity is located in our Grand Rapids, Michigan office.

Candidates must graduate in winter of 2012 or spring of 2013. Interns must be able and willing to work in Grand Rapids for the duration of the internship. Interns who successfully complete this internship will be considered for full-time salaried sales positions within the MOS organization on our Grand Rapids, Novi, Kalamazoo, Lansing, or Saginaw teams.

ESSENTIAL RESPONSIBILITIES

- Completion of sales internship training consisting of classroom modules & role-plays, prospecting, cold calling, qualifying customers and database management. Conduct daily cold calls and schedule first meeting appointments. Ride with outside sales representatives to observe and learn from customer visits, demos, and presentations. In summary, prepare for a sales consultant position with MOS – a Xerox Company!

QUALIFICATIONS

- Candidates must graduate in winter of 2012 or spring of 2013, and be specializing in a sales, business communications and/or marketing program.
- Demonstrated core skills related to sales – enthusiasm, competitiveness, ability to communicate effectively.
- Demonstrated winning attitude.
- Professional appearance and demeanor.
- Basic competence with Microsoft Office. Ability to learn other software programs.
- Ability and willingness to present to a group of individuals, both formally and informally.
- Good organizational skills.
- Willingness and ability to follow a proven sales strategy.

Learn more about MOS-Xerox!
www.mos-xerox.com