

Sales and Business Development Intern

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Overview:

Integrating Consistent Opportunity using Nostalgia, Innovation & Cultivation™, also known as ICONIC, is the very first innovation-based branding consultancy in the Hampton Roads area. ICONIC focuses on curating tailor-made branding campaigns for corporations, non-profits, personal brands, and professional organizations. This fast-paced, hands-on internship is perfect for the futuristic, innovation-focused student that loves to learn, lead, and grow in the field of mass communications.

Established in 2011, the ICONIC formula is public relations infused with project management. This process alone allows both clients and businesses to remain agile and distinctive in building top-tiered branding campaigns for all brands. Pushing the envelope through experimentation, innovation, and tried and true methodology is how ICONIC erases limitations and pushes boundaries.

We are seeking a sales and business development intern who is passionate about closing deals, learning the technique of cold calling and cold emailing, and is comfortable with assisting in curating proposals and presentations.

Who You Are?

- A rising junior or senior undergraduate, graduate student, or recent graduate interested in exploring a career in business
- Self-starter with strong interpersonal, verbal, and written communication skills
- Enthusiastic and excited about discussing recent trends, tips, and ideas.
- Possess a great attitude and a desire to learn as well as excellent organizational skills.
- Ability to work collaboratively with a team and contribute insights.
- Resourceful with the ability to balance multiple responsibilities and work independently.
- Must be results-driven and take appropriate steps to achieve goals while taking ownership of situations as needed.
- Ability and comfort with delivering under tight timing constraints.
- Open to Hybrid-collaboration – remote and/or in-person
- Ability to innovate and make an impact with your ideas in real-time.
- Proficient in MS Word, Excel, PowerPoint

What You Will Learn

- Collaborate with Founder in business development and sales outreach to business and brand owners.
- Drive pre-and post-sales strategies to close on new and potential clients.

- Collaborate in the client onboarding process and assist in any new strategic developments that will improve the client journey.
- Help develop and execute the promotions and marketing calendar for ICONIC and clients.
- Provide research on potential and existing clients and the competitive landscape.
- Managing and following up on digital marketing campaigns.
- Assist in identifying potential business opportunities.
- Monitor news and developments relating to or impacting, key clients/prospects.
- Prepare periodic reports on screening, tracking, and monitoring clients and prospects.

How to Apply

To be considered, all candidates must submit both resume and cover letter to pamela@thebrandingicon.com

Anything Else?

This is a hybrid role which means work will be in-office as well as virtual as conditions permit. To enhance your work experience as a value-based company rich in culture, collaboration, and encouragement I am offering educational sessions, networking opportunities, and career development advice.

This internship is unpaid.

Due to current health restrictions, all interviews will take place over Google Hangouts. If I reach out to you for an interview, please prepare yourself for video conferencing.

ICONIC, following federal and state law, is an equal opportunity employer. ICONIC does not discriminate based on race, color, national origin, religion, sexual orientation, gender identity, pregnancy/childbirth, medical condition, disability, age, ancestry, marital status, citizenship, or veteran status. This nondiscrimination policy covers all candidates, staff members, interns, and volunteers.