



Sales & Marketing Strategy Internship

About Centile

Centile Telecom Applications is a leading European developer of Unified Communications solutions for telecom service providers. The Centile Any3 architecture – Any service, over Any network, on Any terminal – allows our customers to address the needs of businesses seeking to deliver advanced professional communications services to fixed and mobile users independent of the device they're using or the network they're connected to. In the fast-moving market for fixed and mobile communications, Centile ISTRA solutions offer customers the flexibility and agility to rapidly develop innovative new services in response to ever-changing customer requirements.

Centile has been awarded the "Cloud Communication" Frost & Sullivan 2015 "Value Price/Performance Leadership".

Responsibilities

During 6 months, to start ASAP, the Sales & Marketing Strategy Intern will conduct a Marketing study on the UC market size, market structure, and assess competitive positioning. Part of the Sales department, the intern will interact with Account Managers, Managing Directors, and Customers. Intern will also have the ability to assist in important project work focused, but not limited to the following:

Data Analysis – Reviewing demographics of our current customers and clients to find their success keys. This requires the ability to synthesis data into actionable recommendations.

Competitive intelligence – Analyzing and reviewing our competitors and their pricing and recommending strategies to compete.

Sales Support – Supporting Account Managers in their daily activities. This could include, creating sales materials, generating pertinent sales reports, preparing Proposals.

Skills

We are looking for:

- Top talent (Master University degree)
- Passion and achievements in academic and/or nonacademic activities
- Leadership/Self-starting capabilities, collaboration skills, creativity and strategic analysis
- Short work/internships experience
- French and English

Deliverables

You will be responsible to deliver a 25-30 pages study.

Contact

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