

Job Post Ref: int\_bdr\_01



## Business Developer - PFE Internship

### About:

Winshot simplifies and streamlines field team management and in-store data collection for brands and retailers.

We have built a fast, intuitive, and automated mobile-first SaaS platform to help business owners and sales directors improve retail store execution and increase field team engagement allowing them to refocus on what really matters: boost their in-store operational excellence that increases sales.

Through Winshot, top management can, in clicks, set-up and launch action plans, surveys, and tasks directly to field teams to be followed during their store visits, and in return, receives full reports and analytics for real-time decision making.

To build such a solution, we have used the latest technology, and thanks to our technical expertise, we were able to develop innovative algorithms that provide performance scoring for every single retail store in the distribution network, and today we continue to add new features.

We have set ourselves a mission to support the digital transformation in the retail industry through our ever-growing range of product features and services.

Since we launched our platform, in march 2020, we've managed to gain the trust of Orange Tunisia and Cosmitto coffee.

### Job Description:

#### Your missions:

Within the founder's team, your mission is to help Winshot build a strategic set of practices to create and drive new business opportunities, with a particular focus on B2B customer acquisition.

As a business developer Intern you will have several areas of focus:

- Strategize and collaborate with the marketing team to increase the lead pipeline.
- Source new sales opportunities through inbound lead follow-up.
- Outbound lead generation via call prospecting to secure meetings with potential clients.
- Develop sales materials (presentations, reports, meeting minutes, etc.).

#### Preferred experience:

We are meant to work together if...

- You are fluent in French and English.

- You have a high interest in IT.
- You have excellent communication skills both verbal and written. Articulates thoughts and ideas clearly, concisely, and persuasively.
- You have the ability to quickly engage others over the phone and create a positive impression of Winshot.
- You have a strong organizational and follow-up skills.
- You are self-motivated, resilient and optimistic.
- You are driven by metrics with an attention to detail.

### **What we offer:**

- Friendly and inclusive workplace culture.
- 6 months paid internship.
- Possibility of a contract of unlimited duration (CDI).
- Great coffee, fruits, snacks.
- Office space in Tunis downtown (Lafayette).

### **Why you should apply at Winshot:**

Our product is great. Our market is huge. We're growing like crazy and need great people to join the **marketing, sales, and technical** team and get it done. We're looking for rock stars young professionals who can come in, learn fast, grow quickly, and drive results.

### **Want to know more about Winshot ?**

<https://www.youtube.com/watch?v=vNPq5dfboWQ&t=217s>