

Wattnow

Development business

Mission :

- Develop and strengthen partnerships with real estate actors (real estate agents, promoters, manufacturers...)
- Anticipate and analyze customers needs through active listening
- Propose and negotiate web solutions adapted to the customers' needs to give them total satisfaction
- Actively develop your CA and contribute to Logis growth

Business development intern with those responsibilities :

- Manage account correspondence
- Scheduling for demos and client onboarding
- Collect industry relevant data (i.e. competitor feature updates)
- Prospect lead generation
- Maintain and oversee CRM

Sales and account management intern : (Business or technical profiles are welcome)

- Learn corporate selling strategies, while auditing meetings with VP and C-level executives
- Understand the IoT and energy efficiency technology landscape through industry research
- Learn go-to-market strategy to generate business opportunities
- Leverage social media (LinkedIn, Twitter, Facebook, Instagram, etc.) to drive business development
- Perform quantitative functions for quota analysis
- Competitive analysis of other energy efficiency companies

Mobile/Web App development Internship :

- Proficient in modern web and mobile-responsive design
- Ability to design in a manner that will guide development process
- Understanding of modern web technology (HTML, DOM, CSS, jQuery, AJAX, cookies, sessions, etc.)
- Experience with JavaScript frameworks (Angular, React, or other SPA)
- Familiarity with distributed source control like Git, including branching and merging
- Understanding of Web APIs and related technologies, including REST, JSON, XML, XSLT, etc.