



Placement Opportunity

- Undergraduate (BA) student:
Graduate (MA) student:

Reference:	Camplnn – Sales / Biz Dev.
Company Name:	Camplnn Limited
Company Type: (Startup/Mature/...)	Startup
Location: (full address)	198 Nof Harim Zur Yigal
Duration of stay: (min 2, max 6 months)	2-6 months

Company Description:

Camplnn is an integrated booking and travel management solution for the untapped, fragmented outdoor recreation and camping industry.

We have an easy to access and approachable technological interface bringing the ease of tapping urban travel to camping and the rural market where the planning is usually demanding.

Benefits include:

- Campers – one stop shop for campsite bookings (attractions, itinerary planning & management, sharing and more
- Sites – online booking platform with inventory tracking, revenue management capabilities, site management tools, direct communication with campers

Camplnn launched in the summer of 2018 an Alpha version in Italian, German and English, covering campsites Italy, Austria and Germany.

In early 2019 Camplnn has raised a seed equity round from a private investor.

Job Description and Tasks:

Camplnn is looking for results-driven sales personal to actively seek out and engage with campsites in German speaking regions and build a process and methodology for the success of future sales reps.

What will you actually do?

You will provide complete and appropriate solutions for every customer in order to boost customer acquisition and revenue growth.

From the experience acquired and from your official experience and learning you will build the methodology of the sales process and recruitment of new businesses and supporting existing ones.

Responsibilities

- Analyze the territory/market's potential, track sales and status reports
- Based on internal experience and best market practices implement a methodology for sales process
- Present, promote and sell Camplnn solutions to existing and prospective businesses
- Establish, develop and maintain positive business and customer relationships with the businesses
- Reach out to customer leads through cold calling/emailing
- Expedite the resolution of businesses (customers) problems and complaints to maximize satisfaction
- Keep abreast of best practices and promotional trends

Essential Requirements:

- Proven work or study experience or knowledge as a sales representative or sales studies respectively
- Highly motivated and target driven
- Excellent selling, communication and negotiation skills
- Prioritizing, time management and organizational skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and openness to feedback
- Comfortable with Excel, Google Docs, Salesforce CRM, and other technology solutions for driving sales.
- Languages – English (writing and speaking) - fluent, German (writing and speaking) - must , Italian - advantage
- Hands on experience of pre sale and post sale - advantage
- Building sales process - advantage
- Computer/Laptop

Remuneration Details:

Camplnn will welcome its intern/s with an expense budget for meals, internet, international calls and relevant transportation. Camplnn's team works from home and meets at least ones a week over Skype or in person. Camplnn will be glad to assistance with finding a comfortable accommodation from where the work will be completed.

Camplnn will also be glad to assist with any other matter and with suggesting seeing and experiencing Israel. Camplnn will facilitate an experience at the end of the internship.