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עמותת רשומה  
בית שרבט, קומה 9  
רח' קויפמן 4, תל-אביב 68012  
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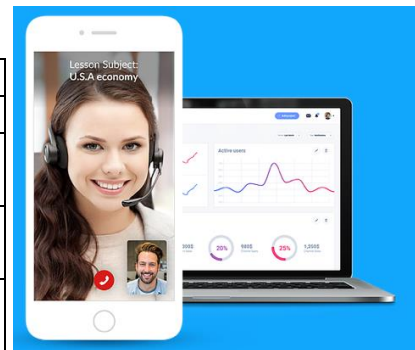


### Placement Opportunity

Undergraduate (BA) student:

Graduate (MA) student:

<b>Reference:</b>	<i>Loro- Sales &amp; Business Dev.</i>
<b>Company Name:</b>	<b>Loro</b>
<b>Company Type: (Startup/Mature/...)</b>	<b>Startup - <a href="http://www.lorotalk.com">www.lorotalk.com</a></b>
<b>Location: (full address)</b>	<b>Tel-Aviv Hapelech 7, (WeWork)</b>
<b>Stay Duration: (min 2, max 6 months)</b>	<b>3-6 Months</b>



#### Company Description:

We are using Machine learning and online private tutors in order to navigate employees towards success with professional English.

We are three Co-Founders who bootstrapping for the past year and already have several paying customers in Israel such as: PwC, Deloitte, HP, Liveperson, Seatgeek and more.

Currently we are working on our penetration strategy for relevant markets, and we would like to focus on several target markets including Germany.

#### Job Description and Tasks:

##### Sales manager:

Our platform includes three working products that work in synergy to give our customers the best service.

The sales manager is going to penetrate to relevant markets, including Germany, and sale our platform for relevant companies.

##### Responsibilities include:

1. Develop a sales strategy.
2. Sale our products and services to entities in relevant markets, mainly focus in Germany.
3. Customer support and management.

#### Essential Requirements:

- Team player.
- German Native speaker.
- High level of English, both written and verbal.
- Great communication skills.
- Strong analytical skills.
- Independent & self-motivated.

#### Remuneration Details:

- A professional Tailored English course using our platform [www.lorotalk.com](http://www.lorotalk.com).
- Lunch and transportation expenses will be covered in addition to happy hour beers.