



## Placement Opportunity

Undergraduate (BA) student:

Graduate (MA) student:

Reference:	Filled in by BETATEC/AHK Israel
Company Name:	Ubeya
Company Type: (Startup/Mature/...)	Startup (8 Employees)
Location: (full address)	45 Rothschild Blvd. Tel Aviv (MindSpace)
Stay Duration: (min 2, max 6 months)	2-6Months – The longer, the better

### Company Description:

Ubeya is a VC backed startup that uses web and mobile to automate scheduling, communication and workforce management for event businesses that manage hourly staff.

Ubeya's platform is the first workforce management solution tailored especially for the needs of event-driven businesses; it streamlines the event staffing and booking process in its entirety, from finding and communicating with staff to analyzing availability, tracking working hours, evaluating performance during events, and finally, paying salaries. Furthermore, Ubeya allows event professionals to intelligently aggregate and analyze valuable information about workers and events and optimize the business workflow.

### Job Description and Tasks:

Ubeya is looking for an energetic and motivated intern to join our Sales team in our Tel Aviv office and help us to disrupt the events industry in the DACH region. The Sales Intern role at Ubeya provides a unique opportunity to experience the world of B2B technology sales in a fast-paced SaaS environment firsthand.

This 2-6 month internship provides students or recent university graduates with a chance to work in a tech-driven young company and sell a product that has already changed the lives of countless businesses around the world.

### What you get to do:

- Lead generation and qualification in the European space
- Customer outreach and customer success
- Working with our marketing team to expand customer base
- Support the management of our European leads pipeline (B2B)
- Effectively communicating with potential customers and conduct product demos
- Help to expand Ubeya's brand presence
- Communicate regularly with the Sales Development, Marketing and Sales Operations Teams
- Build out accounts and contacts in our CRM
- Any additional support that the Sales Development teams may need

B E T A T E C



Berlin Tel Aviv  
Technology & Entrepreneurship Committee

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### **Essential Requirements:**

#### What you bring to the role:

- Pursuing a BS/BA/MA/MSc or recent graduate
- Looking to develop a career in technology sales
- Excellent communication skills
- Well organized and able to meet goals and achieve targets.
- You work well with others and are detail-oriented
- Ability to understand the product and articulate the benefits to the customer
- High-level English and German (Other European languages are an advantage)

#### Nice to have:

- Familiarity with CRMs
- Startup experience
- Experience with the events industry

### **Remuneration Details:**

*We will cover lunch and transportation expenses.*