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*"Unlock your dream career with us. Connect with renowned employers, enjoy top-notch facilities, and thrive in a vibrant community."*

**Position:** Sales Intern

**Work Days:** 5 days

**Community Location:** Noida / Pune

**Internship Duration:** 6 Months

## **CONNECT**

**Company Overview** (<https://mckinleyrice.com/>)

McKinley Rice is not just a company; it's a dynamic community, the next evolutionary step in the world of professional development. Spiritually, we're a hub where individuals and companies converge to unleash their full potential. Organizationally, we are a conglomerate composed of various entities, each contributing to the larger narrative of global excellence.

### **Redrob by McKinley Rice: The Next Frontier in Professional Development**

Propelled by a substantial 4-million-dollar pre-seed investment from top venture capitalists in Korea, Redrob emerges as McKinley Rice's latest venture, marking a new chapter in our expansion. Proudly introducing Redrob—a groundbreaking AI platform—we're set to redefine professional development.

Going beyond traditional academic measures, Redrob embodies our commitment to nurturing talents and bridging the gap between industry demands and professionals' aspirations. Fueled by our funded growth, we're poised to revolutionize recruitment and assessments, ensuring candidates are not just academically proficient but also industry-ready.

Redrob is the cornerstone of our vision to catalyze the formation of A-grade teams for organizations. Through seamless recruitment processes, we aim to be the indispensable right hand, facilitating the creation of high-caliber teams that surpass industry standards.

### **How to become a part of the team and enjoy the benefits of the McKinley community:**

- ❖ **Step 1:** Appear for the Preliminary Assessment.
- ❖ **Step 2:** After passing the preliminary assessment round, clear the Core Assessment.
- ❖ **Step 3:** Lastly, appear for an Interview and be a part of the team **McKinley Rice!**

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## **EXPERIENCE**

### **Duties you'll be entrusted with:**

- ❖ Assist the sales team with lead generation and qualification
- ❖ Support the preparation and delivery of sales presentations
- ❖ Conduct market research to identify potential customers and industry trends
- ❖ Assist in creating and maintaining sales support materials such as presentations and product demonstrations
- ❖ Collaborate with the sales team to develop and implement strategic sales plans

### **Expectations from you:**

#### **Basic Requirements**

- ❖ Minimum qualification: Bachelor's degree / Final semester of Bachelor's degree or Master's degree
- ❖ Interface with clients via Slack, Zoom, and email.
- ❖ Work with modern tools including Jira, Slack, GitHub, Google Docs, etc.

#### **Technical Skills**

- ❖ A customer-oriented attitude
- ❖ Problem-solving aptitude.
- ❖ Have exceptional communication and negotiation skills.
- ❖ Have a hustling mindset and a go-getter attitude.

#### **Soft Skills**

- ❖ A quick and critical thinker with the ability to come up with several ideas about a topic and bring fresh and innovative ideas to the table to enhance the visual impact of our content.
- ❖ Potential to apply innovative and exciting ideas, concepts, and technologies.
- ❖ Stay up-to-date with the latest design trends, animation techniques, and software advancements.
- ❖ Multi-tasking and time-management skills, with the ability to prioritize tasks.

### **A Glimpse into the Community:**

- ❖ [Official Recruitment Video](#)
- ❖ [First Impressions Interns at McKinley Rice](#)
- ❖ [CSR Initiative by McKinley Rice](#)
- ❖ [We reuse and recycle paper at our office](#)
- ❖ [Positive Work Environment \(Culture, Perks & Benefits\)](#)
- ❖ [Employee Experience at McKinley Rice](#)
- ❖ [Inclusivity & Diversity at McKinley Rice](#)