

# Sales Intern.

<b>Position Type:</b> Full-time	<b>Location:</b> Montreal, QC (Remote)
<b>Contact:</b> <a href="mailto:hire@movemate.io">hire@movemate.io</a>	

## About MoveMate

MoveMate is a two-sided marketplace that connects individuals and businesses with a moving or delivery need with independent contractors called "Mates" that have the tools, the manpower, and the vehicle necessary to facilitate the service.

MoveMate's software allows Mates to transport customers' belongings to a new location, whether moving from home to home or buying something new. The platform also helps businesses struggling with in-store sales gain more transactions by allowing them to register and track their deliveries in a similar fashion to what food delivery couriers do for restaurants.

MoveMate's platform was launched in late April 2019 and has since helped over 380 customers in Montréal and generated close to \$100K in revenue. By adapting our business model to serve changing needs amid the COVID-19 pandemic, we have seen a 600% growth rate between Q1 and Q2 of 2020.

We are a diverse group of driven, young professionals looking for hardworking and dynamic individuals to join our community as we journey forward!

## What's in it for you?

As a Sales Representative, you will collaborate with the Sales team to initiate B2B lead generation and close deals with businesses. In doing so, you will be able to enhance your understanding of sales strategies and processes, your problem solving skills, and your ability to collaborate with other team members to assure profitable transactions.

Within this role, you will also be able to expand your knowledge on the startup sphere, and engage in meaningful conversations with MoveMate's founders and managers through our training sessions, workshops, and happy hours.

## Role Description

Sales Representatives will foster relationships with potential clients, and sell them MoveMate's mandate of simplifying moving and last-mile delivery to facilitate new partnerships.

Your goals are, but not limited to:

Business/client acquisition

Sales pitches

Moving clients down the MoveMate pipeline

Customer relationship management (accounts)

Collaborative efforts with the sales team to establish market opportunities

Increase business industry confidence in MoveMate's service

Email sequencing for business prospects  
Organize/delegate lead generation  
Initiating cold calls

## What we are looking for:

We are looking for a highly motivated and self-driven individual that is willing to work hard, learn and grow exponentially. Candidates must be passionate about sales, communicative and personable, and willing to go the extra-mile to make a client happy; they must be a good listener, flexible and able to adapt to new situations frequently.

### General Requirements

Experienced in Account management + making cold calls  
Experience with CRM softwares such as hubspot  
Have worked on or are passionate about sales strategies, especially identifying market and industry opportunities  
Preferably have experience in Hubspot, Aircall  
**Skills:** sales, b2b sales, sales strategy, sales forecasting, French + English written copy, Email selling, inter-department coordination

## What we offer

MoveMate swag  
Happy hour every Thursday  
Training opportunities to grow your skills  
Birthday treats to celebrate you  
Counselling service upon request  
Reference letter upon request

## MoveMate's Values

At MoveMate, we pride ourselves on staying true to our values at all times. We are constantly re-evaluating these principles to ensure that they reflect the firm culture we seek to maintain.

### 1. Grit

At MoveMate, we train our employees to harness their entrepreneurial spirit to spur innovation and problem-solving that will continuously improve our products and services, and enable quick thinking when our clients need assistance. Employees are given significant autonomy with the understanding that additional sweat is compensated with additional reward.

### 2. Impact

At MoveMate, our sweat-equity framework succeeds because our team believes in MoveMate's vision; they understand that their work is a part of a larger ambition of what the world can become: efficient and eco-friendly. MoveMate pictures a world where businesses and customers will use MoveMate to transport their goods due to our advanced logistical capabilities that will reduce road congestion and optimise delivery routes to ensure that all cars and trucks are travelling full. We want to make an impact globally by contributing to the creation of smarter cities that take a multidimensional approach to sustainability.

### **3. Transparency**

MoveMate is committed to being open and honest about all aspects of our services. It is our objective to make every part of our booking process and our pricing model transparent so that our clients know exactly what they are being charged and why, as well as how to properly prepare for a move.

### **4. Diversity**

At MoveMate, we have committed ourselves to diversifying our workplace at the executive, managerial, consultant, and analyst/intern levels. We recognize the value of having a variety of perspectives at our table, and understand that having a representation of diverse backgrounds, cultures, and races at our firm incites higher creativity and engagement, and ensures that both our employees and clients feel safe and at-home within our spaces.

### **5. Commitment to Clients**

At MoveMate, we value the trust of our partners and clients, and aim to go above and beyond no matter the circumstance. As our firm continues to grow, we are dedicated to positioning our business around solving moving and delivery pains while making sure that our product remains meaningful. We engage in personalised follow-ups with every client to gain feedback on their experience, and actively work to make sure that all their pain points are relieved.

### **6. Personal Development**

By providing our employees seminars and workshops, we encourage our employees to strive toward their professional goals and show our devotion to their personal development.