

## **Yiftee Sales Internship: Oct-Dec 2017**

### **Job Description**

Yiftee is hiring Sales Interns who want to learn sales, earn money and experience entrepreneurship first hand. We are looking for energetic, passionate and articulate self-starters to join our team from now through year end. The Sales Intern's primary focus is to sell local and regional shops and restaurants throughout the US on using Yiftee eGift Cards and promotions to increase their holiday and year-round business. These are paid internships, 20-25 hours/wk, located in Menlo Park, CA and compensation is hourly plus commission. We invest a lot of time in our interns, and they are expected to contribute materially to our company's success.

### **Role Overview and Responsibilities**

The Yiftee Sales Intern is a sales role responsible for generating new subscription and promotion program revenue. Sales Interns will learn how to respond to inbound leads, cold call to reach new prospects, manage their pipeline, communicate the Yiftee value proposition, demonstrate Yiftee products, handle "objections," and close small deals ranging in value from \$100-1,000 on their own. Our sales process is easy, our value is compelling, and our sales team closes deals every day contributing to a winning, positive environment!

### **Qualifications/Skills**

A Yiftee Sales Intern candidate should possess the following:

- A bachelor's degree or someone who is working towards a degree is preferred
- A general understanding of and affinity for sales and/or telesales
- Persistence and a positive attitude to track down leads and get prospects on the phone, i.e. not afraid to cold call
- Excellent listening skills to understand customer needs and a genuine concern to address them
- Quick learner, confident demeanor, creative thinker
- Exceptional written and spoken English

### **Company Description**

Yiftee offers an easy, cost effective way for merchants to participate in the online gift card market by adding a gift card in minutes to their website, Facebook, and social media (check out <http://www.auntieannes.com/>). The digital gift card industry is doubling each year, and Yiftee is a leader in this market. Yiftee also offers a suite of promotional tools to sell more gift cards and drive more foot traffic in store. We have an experienced leadership team with 6 IPOs to their credit, and investors who know our industry and take a positive role to ensure our success.

### **Contact**

Interested candidates should send a resume via email to [arthur@yiftee.com](mailto:arthur@yiftee.com).