

# **BDC Internship Job Description**

## **JOB DESCRIPTION**

Excellent Communication Skills. Reps would prospect over the phone, over the web & by email. Cold calling would be an integral part of the job, Reps would be expected to make at least 60 cold calls each day in the given territory to prospect & generate leads for Linux & OVM support. They would be making calls into VP, CXO level executives this includes weekly & quarterly forecasting to Regional Manager. Learn and maintain in-depth knowledge of Oracle Linux & OVM offerings, competitive products and technologies and industry trends. Create demand for revenue opportunities with focus on driving business to close. Develop new accounts in specific industry verticals - identify prospective customers' needs and develop innovative solutions to satisfy their requirements. Penetrate these accounts at the highest possible C level executive. Work with and develop relationship for team selling with other internal sales/marketing people. Generate leads through product and area specific campaigns High level of energy, drive, enthusiasm, initiative, and commitment; including the ability to work in a high pressure, fast moving, and challenging environment. Self-motivated to expand personal professional knowledge of product and selling skills. Professional with excellent organizational, planning, communications, and problem solving skills.