SALES INTERNSHIP

LOCATION:
Lincoln, Nebraska

HOURS:
20 hours per week with flexibility
More hours available over summer and school breaks

PAY:
$15.00/hour plus Commission

COMPANY DESCRIPTION:
With offices and subsidiaries in Nebraska, Arizona, the United Kingdom, Luxembourg, and soon Spain and Australia, Sandhills Publishing is an international provider of electronic and print services to companies and consumers around the world. The industries we serve are diverse and range from agriculture to technology. Information Technology and hands on customer service play a vital role in the day to day operations of the company and to the thousands of clients we serve. Nearly everything at Sandhills is done in-house, which creates many unique career and internship opportunities in advertising sales, account management, circulation, supply chain management, brand management, customer relations etc.

QUALIFICATIONS:
- Junior or Senior majoring in Business Administration, Marketing, Communications or other relevant program preferred
- Experience with basic computer word processing & spreadsheet programs
- Ability to gain knowledge of the products and customers within the industries we serve
- Stable and progressive work history
- Excellent oral and written communication skills
- Professional appearance and demeanor
- Flexible and open to change
- Results oriented
- Able to work independently and communicate within a team environment
- Ability to be persuasive and think creatively
- Detail oriented with analytical skills
- Able to work with minimal supervision

DESCRIPTION:
The goal of the Sales Internship is to assist in obtaining listings and advertisements from our customers for the publication the student is assigned. The student will learn about company products and business objectives as well as shadow other members of the department to gain exposure to sales strategies. The student will be responsible for servicing new and existing customer accounts, placing sales orders and maintaining sales records. In these responsibilities, the student will research prospective advertisers, apply different sales techniques and develop advertisements for customers.

This position offers exciting opportunities to travel and visit with customers when school is not in session. Travel gives the student more experience in developing sales strategies and techniques.

Send résumé and cover letter to:
internships@sandhills.com

To view current openings and/or fill out an online application:
www.sandhills.jobs