

SALES INTERNSHIP

JULY 2019

HANDOUT BY CAMPUS COMMANDOS

PROGRAM OVERVIEW

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INTERNSHIP DETAILS:

Pay \$15 / Hour

LEVEL ONE

LEVEL 1: LEARNING THE BUSINESS

LEARNING THE BUSINESS

LEADER:

Jack Rosenzweig

WHAT YOU WILL LEARN:

- Learn what to say when people ask “What do you do?”
- Participate in our on-campus marketing campaigns locally.
- Be able to walk through demos of Go Commando App product and use cases.
- Go through prospecting playbook and setup sales meetings for Adam.

MEASUREMENT:

- Are you successfully setting up an average of 5 sales meetings a week?
- Do you like Student Marketing? If not, we split at Level 1.

LEVEL TWO

LEVEL 2: LISTEN TO THE SALES PROCESS

LISTEN TO THE SALES PROCESS

LEADER:

Adam Grant

LISTEN IN ON ALL PARTS OF A SALES CALL:

- Initial Quality / Disqualify Call
- Proposal Outline
- Proposal Pitch

TALK THROUGH EACH SALES CALL:

- What could Adam have done better?
- What went well about the call?

WHAT YOU WILL DO:

- Start sales training classes learning the Sandler Sales Process.
- Take in some sales calls by Adam and go over it with trainer.

MEASUREMENT:

- Do you want to do what Adam does?

LEVEL THREE

LEVEL 3: TAKING YOUR OWN SALES CALLS

TAKING YOUR OWN SALES CALLS

LEADER:

Sandler Trainer + Adam Grant

WHAT YOU WILL DO:

- Taking your training in Level 2 and applying it to your own sales calls. Calls will be mostly small / startup companies and initial Q/DQ calls.
- Review your own recorded sales calls with Sandler Trainer.

MEASUREMENT:

- Are you improving on each call?

LEVEL FOUR

LEVEL 4: FULL TIME

FULL TIME

OFFER:

If you make it through all 3 levels, Campus Commandos will offer you a full time sales position that has a salary of Base + % Commission.

WHAT YOU WILL DO:

- Start taking calls along the full process .
- Move on to all size companies.