

JOB DESCRIPTION: Leaders for Clean Air Business Intern

Job Summary:

We seek a highly self-motivated individual for a 20-hour week intern position. The candidate's primary assignment would be to develop qualified opportunities for the Packsize non-profit organization **Leaders for Clean Air (LFCA)**. The ideal candidate will possess an outgoing personality and a background in outreach (or a strong desire to learn) with the ability to successfully call businesses and follow-up on leads to create qualified prospects for building an electric vehicle charging (EVC) station infrastructure along the Wasatch Front. For more information: www.LeadersForCleanAir.org

Essential Duties and Responsibilities:

- Generate EVC leads through cold calling and prospecting
- Understand and effectively communicate the Leaders for Clean Air value proposition and messaging
- Build strong, professional relationships with executives and companies, working to understand their environment to build outreach, acceptance, and opportunity for LFCA
- Build B2B relationships and program contacts with organizations with similar interests and goals to maximize awareness and opportunity for LFCA

Experience and Education Required:

- Prefer 1+ year experience in lead generation/inside sales/cold calling experience (preferably business-to-business targeted accounts); familiarity with CRM tools is a plus
- Strong verbal and written communication skills
- Proficient in Microsoft Office suite
- Ability to conduct research as needed
- Proven proactive, self-starter with the capability to take ownership and work effectively within assigned campaign with limited amount of management supervision

Physical Demands and Working Conditions:

- Travel outside of the office is minimal, but can happen on occasion
- Typical office working conditions
- Able to provide own transportation

Qualifications (including Knowledge, Skills & Abilities):

- Experience in a multifaceted, strategic sales process and a proven ability to develop and maintain relationships.

- Able to understand Leaders for Clean Air's program, how it works, and be capable to effectively present the value proposition to a customer.
- Able to understand and execute using a diagnostic sales process.
- Excellent communication and presentation skills, organization and customer communication (internal and external) in an atmosphere of cooperation and openness.
- Positive "can-do" attitude and a commitment to professionalism, integrity and sound judgment.
- Demonstrated ability to lead change, handle multiple projects in a fast-paced environment and ability to embrace and enhance Leaders for Clean Air's culture.
- Successful track record of closing sales.
- A passion for the environment and an interest in disruptive technology.
- Strong individual performer with a team orientation to challenges. Able to work with a hands-off manager and produce results.
- Knowledge of Salesforce platform and understanding of A-3 process helpful.

Founded in 2002 and headquartered in Salt Lake City, Packsize is the world's leading provider of lean packaging systems for businesses with corrugated packaging needs. Consistently recognized by Inc. 5000, ranked by Deloitte's Technology Fast 500™, and named one of America's Most Promising Companies by *Forbes*, Packsize delivers Smarter Packaging for a Healthy Planet® through On Demand Packaging®.