

BUSINESS DEVELOPMENT INTERN

The Company

Benok Agriculture is an Agribusiness company incorporated in Kenya. We occupy the complete agricultural value chain and this involves working with farmers and groups of farmers to produce safe, traceable, and quality farm produce. We also provide services such as: market access and linkages, farm management, good agricultural practices (GAP), and food safety management. We are looking for a motivated Business Development Intern to join our team of professionals.

The position

We are looking for a qualified Business Development Intern to assist in various stages of the sales funnel, including creating awareness of new offerings, generating leads, and retaining customers. The ideal intern will be a great fit for our energetic and creative team. You'll gain hands-on experience working on challenging, meaningful projects with guidance from other members of our team. This role requires a detailed, "roll up the sleeves" type person who thrives on making things happen.

Business Development Intern Duties and Responsibilities

- Research and generate lists of potential customers
- Pursue sales leads and convert customers
- Provide input on customer briefs, presentations, and sales literature
- Help develop client relationships and retain existing accounts
- Assist in evaluating new market opportunities
- Learn and apply sales techniques
- Maintain sales records

Requirements

- Diploma or degree in Sales, Advertising, Marketing, or Business major

- Excellent interpersonal and communication skills
- Ability to work in a fast-paced team environment
- Experience with PowerPoint, Word, and Excel preferred
- Prior experience working in a horticulture company, preferably with international sales and/or inside sales will be an added advantage.
- Outstanding organizational and analytical capabilities.

Other desired skills

- Ability to recognize needs of customers.
- Detail oriented, and accurate.
- High initiative and self-directed – able to work independently.
- Strong time management skills.

Benefits

- Work on increasingly challenging and engaging real-world projects
- Gain hands-on experience in each stage of the sales funnel
- Collaborate with experienced Business Development professionals

How to apply

If this describes you and you are up to the challenge, possess the necessary qualification and experience, please send your application quoting “BUSINESS DEVELOPMENT INTERN” on the email subject to careers@benokexporters.com

- ❖ Send your applications before Wednesday 4th September 2019 COB at 1700hrs.