



BUSINESS DEVELOPMENT REPRESENTATIVE

Wellesley, MA

Nuvolo is revolutionizing service management for the enterprise. Our mobile-first suite of cloud-based applications provides a modern, mature, enterprise asset management, facilities and integrated workspace management (IWMS) capability. Built on ServiceNow, Nuvolo is designed to meet the growing demand for full life cycle workspace and asset management in healthcare, life sciences, financial services, retail, oil and gas and manufacturing. Our platform delivers a better employee experience, increased operational efficiency, higher service levels, improved safety and lower costs.

As a Nuvolo **Business Development Representative**, you will play a critical role in our success as you manage lead generation, new business prospecting and partner with Nuvolo's sales team to grow business across multiple verticals- including healthcare, commercial, civilian and public agencies.

As a Business Development Representative, you will:

- Qualify and develop inbound and outbound sales leads and respond to product inquiries
- Learn the intricacies of sales processes: quotas, pipeline management, selling and ultimately closing techniques
- Articulate the Nuvolo business value proposition to decision makers to assess buying interest
- Work closely with SMB Account Executives to close business, continuously assisting in the development of your sales skills
- Set appointments/demos for sales representatives to close
- Meet monthly and quarterly qualified leads and revenue objectives
- Consistently contribute enthusiasm, support, and encouragement to other SDR team members as a leader on the sales floor
- Complete accurate tracking of communication with current and potential customers in Salesforce

As a Business Development Representative, you'll bring:

- 0-2 years of professional experience, including internships
- Demonstrated success achieving goals
- Analytical and decision-making skills
- High level of energy, motivation, drive, enthusiasm, initiative, commitment and professionalism
- Excellent interpersonal, organizational and written and verbal communication skills
- Ability to effectively manage time, prioritize tasks and work within deadlines



The Profero Group is an access and reimbursement marketing firm that specializes in the biopharmaceutical industry. Since launching in 2004, Profero has become a leader in the industry working with the most recognized and prestigious biopharmaceutical companies in the world.

Analytics & Insights Internship:

Our Analytics & Insights (A/I) team, works with a cross-functional team internally to integrate quantitative and qualitative data—revealing market insights specific to our clients brand goals. These insights then drive the development of access and fulfillment marketing strategies, leading us to the execution of influential campaigns and communications.

The Analytics & Insights Intern will gain experience with a high-performing cross-functional team and exposure to the biopharmaceutical industry. The Intern will work with A/I team members to complete necessary projects while learning the fundamentals of the job and the biopharmaceutical industry.

The Profero Group is looking for a highly motivated and intellectually curious individual with strong analytical skills and/or interests. The paid summer internship at our office in Newtown, PA includes flexible hours throughout the summer, comprised of 10-12 weeks through 15-25 in-office working hours per week.

Responsibilities:

- Maintain and utilize a proprietary multi factor database
- Participate and support A/I team's recurring monthly client deliverables
- Conduct secondary market research (i.e. health plan coverage, co-pays/co-insurance, low-income subsidy, enrollment figures, etc.)
- Perform ad-hoc analysis to assist in revealing market insights
- Complete an Individual project focused on current A/I need and present to broader team upon completion

Learning Opportunities:

- Pharmaceutical Industry knowledge (i.e. formulary management, plan types & structures, payer channels, product indications, pharmacy benefit information, buy and bill, etc.)
- Software Applications (i.e. Microsoft Access, Outlook, Excel, Tableau, Power BI)
- Business Acumen (i.e. effective communication, presentation skills, project multitasking, etc.)
- Learn the roles of other Proferians to build an internal network which will allow Intern to gain experience working across teams

The Wedge Beverage Company



Marketing Internship

Company Overview

The Wedge Beverage Company was founded in Wilmington, Delaware to provide healthy, local, non-alcoholic beverage options. We make unique products that are approachable for both the athlete and the working professional and we aim to provide an elevated experience without the hangover. The Wedge serves interesting people who may want a break from the monotony of sugar and alcohol.

Internship Overview

A marketing internship at The Wedge Beverage Company is meant to be a mutually beneficial relationship. A successful candidate will present goals and educational benefits they wish to accomplish during the course of their time with The Wedge. Marketing is not limited to social media and advertising, but can expand to general customer/client relationships and sales efforts.

Description/Duties:

*This serves as a guideline for the internship and can be expanded upon based on goals.

- Meet weekly with management/ownership
- Use social media to build the brand
- Marketplace and industry research
- Brand development
- Beverage trends and internet research
- Special event planning
- Relationships with retail locations
- Sales efforts

The Wedge is a new and upcoming brand and will be an exciting opportunity to expand on your education. Growth is endless and can be expanded upon prior to the internship.

Hrs per week: 10-15

Compensation: Paid (hourly or stipend - negotiable)

Start date: ASAP

End date: Ongoing

The Wedge Team

info@thewedgebev.com

@thewedgebev

thewedgebev.com