

VN: Job Description – Demand Generation Representative (Intern)

About eCloudvalley

eCloudvalley (www.ecloudvalley.com) is a born-in-the-cloud AWS Premier Consulting Partner with a vision and mission to successfully evolve and accelerate each of our customer's journey to the Cloud. Established in 2014, eCloudvalley has a global footprint across the APAC region and has built strong localized teams in each country with multiple competencies and certifications focused on Managed Services, Cloud Migration, AI & Data, SAP, and Development, among others.

Job description

Be part of a dedicated and culture-driven team where your ideas are heard, valued, and respected. Together, we will work towards creating a beneficial impact on our people, customers, and community by reshaping traditional mindsets and improving our customer's daily operations.

We are looking for a Demand Generation Representative Intern to join our team to help us increase the adoption of the AWS Cloud Platform. As a Demand Generation Representative Intern, you will collaborate with Demand Generation, Business Development and Marketing teams to build more business opportunities.

Key Responsibilities

- Acquire new customer contacts, earn trust and engage with customers mainly through calls and email
- Promoting, recommending, and selling the value of eCloudvalley's promotion programs, products and services
- Qualify and create a sales funnel of opportunities and tracking. Collaborate with Business Development Managers & Demand Generation Representative to follow the sales opportunities
- Conduct other tasks if requested.

Requirements

- Students who is in last year study in Business Administration, Marketing and Communication, Information Management
- Has basic understand about Public Cloud or IT services.
- Good verbal and written communication skills. Good in Microsoft Office, LinkedIn and Social platforms
- Ability to profile customers from various internal/external sources to attain key business contacts.
- Has the ability to build relationships via direct contact with people of all levels both internal and external.
- Must be self-motivated, customer-obsessed, and has a high sense of ownership.

- Required Language: Vietnamese, English. Having other language is plus.

What we can offer

- On-the-job training, get involved in real jobs which require real results. Work and build networking with experienced professionals
- We offer competitive intern - salary and benefits package
- We offer company sponsored trainings and mentors
- Have a chance to be full-time employer. Outstanding career growth and development opportunities.

How can apply

- Send your CV to vn.hr@ecloudvalley.com and cc dzung.le@ecloudvalley.com
- Apply via LinkedIn hiring post: <https://www.linkedin.com/company/ecloudvalley-vietnam/jobs>