

ISRAELISCH - DEUTSCHE INDUSTRIE- UND HANDELSKAMMER		לשכת מסחר ותעשייה ישראל-גרמניה
Sharbat House, 9th Floor 4 Kaufmann St., IL-68012 Tel-Aviv P.O.B. 50150, IL-61501 Tel-Aviv Tel.: +972-3-6806800 Fax: +972-3-6133528 E-Mail: info@ahkisrael.co.il	http://israel.ahk.de	עמותת רשומה בית שרבוט, קומה 9 רח' קויפמן, 4 תל-אביב 68012 ת.ד. 50150, תל-אביב 61501 טלפון: 03-6806800 פקס: 03-6133528



Placement Opportunity

Undergraduate (BA) student: V
 Graduate (MA) student: V

Reference:	PicUP – Business Development
Company Name:	PicUP Mobile
Company Type: (Startup/Mature/...)	Scale-UP
Location: (full address)	HaPelech St 7, Tel Aviv-Yafo, 6816727
Duration of stay: (min 2, max 6 months)	Min 2 months, no Maximum

Company Description:

The phone channel is a crucial component of customer service and sales for most organizations. However, the current phone call experience can be outdated and intrusive. This is where PicUP comes in, offering its groundbreaking digital phone experience to top-tier companies.

Powered by AI, PicUP's platform is assisting companies in the telecom, banking, and insurance sectors across Israel, Europe, and the US. With PicUP, companies like Vodafone and Amex can personalize the incoming call interface for their customers, providing verified, branded, and interactive digital layers. This technology allows customers to easily identify the caller and the purpose of the call, reschedule calls, transition to chat, and more.

As a result, PicUP's technology has significantly improved key performance indicators (KPIs) such as answer rates (by 66%), sales rates (by 40%), call center efficiency, customer experience, and customer satisfaction.

Job Description and Tasks:

We are currently seeking an intern to join our team and contribute to our growing presence in the German market and our wide activity across Europe. You will play an integral role in our operations and will have the opportunity to gain valuable experience in the industry. You will be responsible for identifying and targeting new clients in Germany & Europe while working closely with our Sales and Marketing team to develop and execute strategies to reach new clients, build our brand presence, and increase our customer base.

Präsident: Dr. h.c. Michael Federmann Vize-Präsidenten: Staatsministerin a.D. Hildegard Müller, Mickey Steiner Geschäftsführer: Grisha Alroi-Arloser		נשיא: מיכאל פדרמן סגני נשיא: הילדגרד מולר, מיקי שטיינר מנכ"ל: גרישה אלרוי-ארלוזר
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Tasks and Responsibilities:

- Conduct market research to identify potential customers in Germany & Europe and evaluate market trends and competition.
- Develop and execute marketing campaigns to generate leads and increase brand awareness
- Assist in creating sales and marketing materials such as presentations, proposals, and other collateral
- Reach out to potential customers to introduce our company and services
- Attend industry events and conferences to network and promote our business
- Take part in our regular meeting to collaborate with other teams within the company to ensure alignment and consistency in messaging and branding
- Assist in analyzing data and metrics to measure the effectiveness of sales and marketing efforts and identify areas for improvement

Essential Requirements:

- Proof of high standards
- high motivation
- exceptional execution skills
- Technological orientation is a plus
- Experience with social media

Remuneration Details:

Due to visa regulations a salary is not allowed.

- lunch and transportation expenses will be covered.
- We will be happy to assist and provide guidance on accommodation options

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