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עמותת רשומה  
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## Placement Opportunity – Sales & Business Development

Undergraduate (BA) student: ☐

Graduate (MA) student: ☒

<b>Reference:</b>	Pierate – Sales & Biz Dev
<b>Company Name:</b>	Pierate.io (Pier-rate LTD)
<b>Company Type: (Startup/Mature/...)</b>	Start-up
<b>Location: (full address)</b>	HaRabi MiBachrach St 16, Tel Aviv
<b>Duration of stay: (min 2, max 6 months)</b>	6 months

### Company Description:

Pierate.io is a start-up company that provides freight forwarders with a smart quoting platform, that significantly reduces global shipping costs, time, mileage, and energy, by implementing machine learning and big data analysis technologies.

The company has revenues from customers (including the subsidiary of the German corporation DB Schenker in Israel) and conducts a POC at the largest Israeli seaport in partnership with 500Global. The company also won Tel Aviv University's start-up competition.

### Job Description and Tasks:

- Identify potential customers and qualify new business leads
- Customer communication - articulating customers' needs and requirements, and determining if their needs can be met by the company's solutions or products
- Business and financial analysis, market research, and strategic business planning
- Contributing to the development of sales plans and objectives by presenting to the company's commercial and technical management team

### Essential Requirements:

- Strong communication skills, written and verbal (English, German)
- Proven analytical abilities
- Practical experience generating process documentation and reports
- Out of the box thinker, resourceful and tech-oriented
- Be able to analyze, interpret, and present data to customers and colleagues
- Experience or familiarity with CRM software and/or new innovative tools
- Advantage – sales experience

### Remuneration Details:

- Our office is located in center Tel Aviv, with free refreshments, fresh coffee, gym and swimming pool the intern can use during the internship period, also for non-work-related activities
- We will dedicate an equipped workstation including: docking station, separate keyboard and mouse, multiple screens and comfortable chair, in quiet and clean environment
- A PC (Laptop), lunch and transportation will be provided by us (if needed)
- We are all young people living in Tel Aviv, and we will gladly help you find accommodation and show you around