Computer Science (Client Support) Internship
(COUSS1605)

Role
This is fantastic opportunity for confident Computer Science student, interested in sales, to gain practical experience with this host company, which supports big business with its cloud-based spending solutions platform. Mentored throughout within the Pre-sales Support Team, you will assist the Solutions Consultants, in providing technical and functional expertise during the sales process to exemplify why their platform is the optimal spend management solution for their business compared with other market offerings. This internship is a great opportunity for personal and professional development within this international organisation.

Tasks
Using your technical expertise, you will:
- Provide strong technical understanding of our product and the sales demo architecture, in cross-functional project teams, to support the success of sales cycles
- There will be a specific intern project focused on product quality
- Provide Sales Support for the Solutions Consulting team including, but not limited to; configuration, demo system maintenance, master data creation, RFP (request for proposal) Responses, PowerPoint creation, prospect documentation and troubleshooting
- Act as a liaison with Operations to ensure issue escalations are resolved efficiently for Solution Consultants
- Execute on internal scaling activities to help the organisation become more efficient as we grow, including maintaining demonstration scripts and training sales staff to give simple product demonstrations

Personal Skills
- Studying for a degree in Business or would suit an IT student with an interest in Sales
- Problem solver
- Attention to detail and the ability to quickly assess problems and apply workable solutions
- Strong written and interpersonal communication skills
- Initiative to increase personal knowledge and improve skills
- A passion for innovative ideas, coupled with the ability to understand and assimilate different points of view
- Experience creating instructional materials including technical writing, presentations and screencasts is a bonus
- Excellent time management and ability to work with minimal supervision

The Host Company
The host company is a world leader in the provision of unified cloud Spend Management Solutions for medium and large size enterprises that typically operate on a global scale. The software platform provides greater visibility into and control over how companies spend money, achieving significant savings and driving profitability. Since its launch, this platform has helped customers globally to bring billions of dollars in cumulative spend under management. Expanding rapidly, this host is seeking talented individuals join them in their success.

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