

INTERNSHIP (6 MONTHS) / PARIS, FRANCE SALES & CUSTOMER DATA MANAGER

1 OUR MISSION

We believe in a future where nature and technology could blend, to address the next technological outcomes.

Woodoo is specialized in a groundbreaking material based on the structural transformation of wood at the molecular level. Translucent, tactile, and renewable, we are inventing the future of tangible interfaces for the mobility industry and consumer tech. Woodoo has won more than 35 major international and national awards, such as MIT 35 Under 35 European Innovator of the Year, Horizon H2020 from the European Commission, as well as support from the French Ministry of Agriculture, Environment, Research & Innovation.

2 JOB DESCRIPTION

To scale-up the sales performances of our products, we are looking for a Customer Data and Sales Management intern.

Your main goal will be to support the Sales Team, prepare and optimize their actions:

- Identify the key verticals, industries and target groups
- Collect knowledge and data on our markets and verticals
- Pre-qualify and prioritize our leads
- Spearhead the implementation and qualification of our CRM tools
- Implement and test growth hacks and business initiatives
- Participate to the leads and clients relation.

3 YOUR QUALIFICATIONS

- You have a Master in Management or a bachelor degree with specific qualifications on Sales and Business development
- You have a previous experience (preferably in a start-up or an innovative company) in pre-sales, sales, growth hacking or customer success
- You have good technical knowledge, strong communication skills, and effective project management abilities
- A real team-player, you demonstrate initiative and autonomy in your tasks
- You are passionate about innovative sustainable solutions and new technologies
- For you, the planet is not just a fad. Even better, you feel like you're a bit of an activist.

4 FEELING LIKE JOINING OUR TEAM?

Please send us your resume and cover letter to serge@woodoo.com. For faster internal processing, please name your documents as the following: Forename Surname_CV or CL. Feel free to add any miscellaneous document that can support your application and demonstrate your experience. We will make sure to review your application and get back to you shortly.