

EPG ATS student internship

- Technical sales:
 - Support customers in achieving business and it goals by delivering business value within the Microsoft platform, gather customer insight and assist AM in technical decision makers relationship
 - Support Account Managers to drive full platform adoption
 - Engage with Solution Sales professionals in identifying growth opportunities
 - Engage partners to provide scale
 - Support AMs and SSPs to identify windows azure and office 365 opportunities
 - Enable deployment, Engage Premier and Enterprise Services to accelerate deployment

- Sales excellence:
 - Update and maintain GSX (CRM tool) software profiles and deployment opportunities on quarterly basis
 - Update and maintain infrastructure optimization profiles as part of account planning on annual basis. Engage TAM (technical account manager) in that process
 - Support account planning by completing compete technology profile
 - Actively report deployment blockers via desktop deployment targeting tool

EPG operations student internship

- Reporting
 - Preparation and timely submission of accurate sales data/reports to fit weekly/monthly rhythm.
 - Preparation of score card reports for epg – gap analyses, explanations and plan to cover the gap
 - Ensure Correction of Error reports and recovery plans are in place, follow up CoE reports
 - Drive insights to leadership to assist in decision making.
 - Support the Segment Sales quota process by reviewing and influencing the quota at the beginning of the fiscal year.
- Support sales team in sales excellence processes
 - Global Sales Experience (GSX- CRM tool) data is accurate; complete; and reviewed
 - 100% completion of Account Plans for Enterprise accounts with focus on quality
 - Close plan tracking, review and follow up
 - Taking care of Managed Account List (customer list) business rules are followed; MAL is up to date.
 - Support segmentation process (segmentation from one customer segment to another)- analyze segmentation data; propose workable scenarios. Manage reviews with key stakeholders in the segmentation process; such as Sales and Finance and Administration (F&A) to meet subsidiary and worldwide timelines. Ensure that segmentation data are correctly uploaded to segmentation tool
 - Support in customer offers preparation
 - Track and review customer tenders in order to identify revenue opportunities
 - Support in customer events/meetings preparation and execution
 - Sync and alignment of all events on team level in order to avoid overlapping and double booking of resources
 - Support sales team meetings (preparation, notes and follow up)