

Business Development Intern



Phone :

Web :

Job Summary

Vacancy :

Deadline : Aug 23, 2024

Published : Jul 23, 2024

Employment Status : Full Time

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

Job Description

At Interac, we design and deliver products and solutions that give Canadians control over their money so they can get more out of life. But that's not all. Whether we're leading real-time money movement, driving innovative commerce solutions like open payments for transit systems, or making advancements in new areas like verification and open banking, we are playing a key role in shaping the future of the digital economy in Canada.

Want to make a lasting impact amongst a community of creative thinkers, problem solvers, technical gurus and high-performance application developers? We want to hear from you.

Reporting to the Leader, Business Development, Merchant Activations, the Business Development Intern will assist in organizing and coordinating projects and initiatives with the BD and internal teams. This role will identify market trends and sales revenue opportunities by analyzing internal and external data. The successful candidate will develop and maintain strong relationships with stakeholders (client team, marketing, debit squads, external merchants).

You'll be responsible for:

- Creating Salesforce dashboards and reports in a timely manner – you'll become our "Salesforce Champion"
- Conducting market research to identify potential clients, partners, and new business opportunities.
- Assisting in generating leads through various channels such as social media, email campaigns, and networking events.
- Maintaining and updating the CRM system with accurate and up-to-date information on leads and clients.
- Support the team in reaching out to potential clients via phone calls, emails, and meetings.
- Assisting in the preparation and presentation of proposals, pitch decks, and other sales materials.
- Analyzing competitors' strategies and provide insights to enhance our business development efforts.
- Working closely with the marketing, sales, and product teams to align business development strategies with overall company goals.
- Provide administrative support to the business development team as needed.

You bring:

- Currently pursuing or recently completed a degree in Business Administration, Marketing, Economics, or a related field.
- Strong analytical abilities with a knack for market research and data interpretation.
- Excellent verbal and written communication skills with the ability to convey ideas clearly and effectively to diverse audiences
- Support in defining key initiatives, milestones, and success metrics for the implementation of the data enablement strategy.
- Basic knowledge with Business Intelligence (BI) tools such as Tableau, Power BI, or other relevant platforms.
- Proficiency in Microsoft Office Suite (Word, Excel, PowerPoint) and familiarity with CRM software.
- Strong interpersonal skills and the ability to build relationships with clients and colleagues.
- A self-starter mindset, proactive problem-solving skills with a demonstrated track record of driving continuous improvement initiatives.
- Understanding that success is in the details. You notice things that others don't. Your critical thinking skills help to inform your decision making
- Proven time management and organization skills. You are able to prioritize and manage your time effectively to meet deadlines
- Ability to take ownership of problems and requests as well as the ability to work in a fast-paced team.
- Although not required, you have some familiarity or previous experience with the following:
 - Previous experience in data management,
 - Project management or data analytics
 - Knowledge of data management and data governance concepts
 - Ability to resolve complex problems and break them down to create and implement an action plan
 - Ability to lead data related project activities.

Workstyle: Hybrid*

Location: Toronto

Term: Sept - December 2024

Duration: Monday - Friday

*Must be eligible to work for Interac Corp. in Canada in a Full Time Capacity

PLEASE NOTE: To be eligible for Interac internship roles, you must be currently enrolled in a Canadian post secondary academic institution

Interac requires employees to complete a background check that is completed by one of our service providers. We use this service to complete the following checks:

- 5-year employment verification;
- Canadian criminal record check;
- Education verification;
- Canadian ID cross-check;
- Public safety verification; and
- Credit inquiry

How we work

We know that exceptional people have great ideas and are passionate about their work. Our culture encourages excellence and actively rewards contributions with:

Connection: You're surrounded by talented people every day who are driven by their passion of a common goal.

Core Values: They define us. Living them helps us be the best at what we do.

Compensation & Benefits: Pay is driven by individual and corporate performance and we provide a multitude of benefits and perks.

Education: To ensure you are the best at what you do we invest in you

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
