

The Sales & Marketing Internship

About Hotel MSSNGR

Hotel MSSNGR is a leading provider of innovative onsite guest communication and upselling for luxury resort hotels worldwide.

The cloud-based software tool enables hotels to communicate and connect directly with guests through communication channels, such as native smartphone and tablet apps, web apps, digital signage, in-room TV feeds and hotel newspapers. Powerful features such as self-service bookings, guest chats or check-in/check-out services enhance the guest journey. Hotel MSSNGR's flexible feature scope is fully adaptable to fit the needs of small remote boutique hotels as well as large resorts.

Hotel MSSNGR was founded in 2012 and serves close to 500 leading hotels worldwide.

Position

Hotel MSSNGR is looking for a Sales & Marketing intern to support our team in the Berlin office. Work from home is also supported, though regularly spending time with the team in the Berlin office is much appreciated and for certain meetings required. The candidate will work closely with our existing sales and marketing teams to quickly pick up product knowledge and sales process specifics to serve our target group of 4 and 5* resort hotels worldwide. High self-motivation, and resilience should define the candidate's character. The position will assist with the entire sales cycle, from marketing concepts and acquisition through to closing. Pitches take place either remote or require traveling with the team to meet in person.

Responsibilities

- Work closely with the sales team to build, execute, and revise on a go-to market strategy for defined target areas within the hospitality industry
- Support the entire sales process from identifying prospects, qualification of leads, offers and negotiations to closing the deal
- Identify customer needs and work intensively with the marketing team to implement new approaches
- No stupid and unnecessary tasks! Everything you do will have a direct impact on the sales and marketing activities



Hotel MSSNGR

Required skills

- Interested in sales and marketing for a high performing software company
- Effective communication skills with ability to build influential relationships and deliver results in a cross-functional environment
- Close to finishing a bachelor's degree in business administration with a marketing focus
- Fluent English language skills are a must, native German language is a big plus
- Minimum 8 weeks full time availability

Benefits and perks

- A big chance to join the Hotel MSSNGR team permanently after the internship
- Attractive salary incl. performance bonus
- No stupid meetings
- Meet customers face to face in beautiful destinations globally
- Super flexible working hours, both in total as in the time across the day
- Multiple social events, like team dinners, culture & sports, retreats
- A fantastic team

Contact

Michael Hellge, Head of Sales

jobs@hotel-mssngr.com