

Position Description (Sales Professional - Intern)

Reports to: Mr. “Coach Nic” Colbert, Chairman & Chief Coach

The Sales Professional - Intern role will be responsible for encouraging small businesses to participate in Coach Nic DC’s coaching and training. This person will work with existing clients as well as seek new clients to facilitate greater work with Coach Nic.

The Work

- Keep in contact with Coach Nic DC’s previous and current clients
- Follow leads and seek out new clients
- Have a firm understanding of Coach Nic DC’s methods in coaching, training, inspirational speaking, and advocacy
- Have a firm understanding of all of Coach Nic DC’s products and services offered
- Understand and use Coach Nic DC’s sales procedures
- Build connections with the small business community
- Other sales-related duties

The Learning Experience

- Be mentored by the Chief Coach (Coach Nic) on how to successfully sell to small businesses from different industry classifications.
- Participate in routine meetings with Coach Nic, small business clients, and other interns to receive guidance, offer feedback and to share progress updates.
- Gain real-world experience by working with small businesses.
- Discuss and debate problem-solving scenarios with fellow interns.

The Opportunities

- Become a paid 1099 contractor to Coach Nic DC and its subsidiaries, and eventually have the opportunity to become a salaried employee.
- The opportunity to have direct, consequential, and immediate impact from your performance that builds your resume.

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