

Marcato Digital Solutions is a Canadian company based in Sydney, Nova Scotia. We create web-based solutions that maximize efficiency throughout the music industry. With a user base of over 2000, our flagship applications, Marcato Festival & Marcato Musician are currently providing the organizational backbone for the Luminato Festival of Arts & Creativity, Celtic Colours International Festival, Canada Games, Joel Plaskett, and Gordie Sampson to name a few.

SALES AND MARKETING INTERN

As a member of the **Marcato Sales Team**, you will report to the VP of Sales & Marketing. You will be responsible for meeting revenue growth objectives by developing and executing sales in target markets located in various regions of the world.

Responsibilities:

- Inbound phone and email sales
- Outbound email and phone sales
- Conduct virtual product demonstrations
- Assist VP of Sales & Marketing with campaign development and delivery
- Maintain sales database

Requirements:

- Business, marketing or sales education
- Business, marketing or sales experience
- Excellent computer skills
- General business knowledge
- Demonstrated ability to work cooperatively in a team
- Excellent communication and negotiation skills
- Strong relationship building, customer service and follow up skills
- Bilingual or experience working with other cultures is an asset

WORKING WITH MARCATO

Marcato Team members enjoy the benefits of a fast-paced dynamic work environment while living and working in a beautiful region of the world. We are a group of young professionals that are deeply involved in delivering a highly robust solution to clients around the globe. This position works scheduled hours from our office located in downtown Sydney, NS. The office provides a great atmosphere for those who want to work hard and contribute to the success of a company that is headquartered in Cape Breton.

If this role sounds like it is a fit for you, apply now to: alison@marcatodigital.com .