

Growbots

INTERNSHIP at CUSTOMER SUCCESS DEPARTMENT

Growbots – a Warsaw startup made with enthusiasm. We're a part of 500 Startups – one of the best accelerators in the US. At Growbots we're building A.I. for sales with the ultimate goal of automating the entire sales development process. The things we believe in are automation and the infinite power of machine learning, which has to change the world of sales and we are eager to speed this up!

At Growbots we do care about our customers. By the end of the year, we're going to have more than hundred paying clients. And we want them to be successful. Here is your part:

- you'll get them on board
- you'll care about what they do in the software
- you'll help them before they even ask for your help

In this field we have only one goal: churn rate=0.

As a **Customer Success Intern** at Growbots you will be responsible for the key processes related to adoption and success for our most important customers.

Responsibilities:

- guiding and teaching customers with proactive assistance
- maintaining high levels of customer engagement and satisfaction
- identifying common customer challenges and actively suggesting better service solutions
- delivering best practices to customers to help improve their overall Customer Success team
- building value-based relationships with customers ensuring that they remain our customers

Requirements:

- fluency in English along with excellent interpersonal, written, and oral communication skills
- sales mind-set
- excellent time management
- strong presentation and training skills
- self-motivated, proactive team player with innovative ideas to inspire customer loyalty and adoption
- strong interpersonal skills and experience
- building strong internal and external relationships
- passion for technology and SaaS experience will be an additional benefit

Benefits:

- during your 3-months internship you will have the opportunity to change an industry and add real value to people
- flexible working hours

- opportunity to gain experience in start-up operating in Silicon Valley and across the United States
- the ability to make an impact every day
- work with the coolest and talented dream-team
- energetic company with a great culture
- great location in the cheese factory in the center of Warsaw (Hoża street)

Ready for this adventure? Apply now!

RECRUITMENT PROCESS

1. Send your CV at jobs@growbots.com with a title [Customer Success Internship]
2. Trial task
3. Job interview
4. Feedback
5. Internship offer

INTERNSHIP at SALES DEVELOPMENT DEPARTMENT

Growbots – a Warsaw startup made with enthusiasm. We're a part of 500 Startups – one of the best accelerators in the US. At Growbots we're building A.I. for sales with the ultimate goal of automating the entire sales development process. The things we believe in are automation and the infinite power of machine learning, which has to change the world of sales and we are eager to speed this up!

We are currently on the lookout for a talented **Sales Development Intern** to join us on our sales-hacking mission.

- Are you open-minded, inquisitive and great at self-organising your work?
- Would you like to work in international environment and contact people worldwide?
- Do you want to learn more about email campaigns, lead generation, customer management from the best sales people?

If your answers are 'yes' then we are looking for you!

You will have chance to:

- design Ideal Customer Profile
- qualify prospects according to the Ideal Customer Profile
- outreach to qualified prospects using email
- create a content of those sales emails
- manage prospecting status and forecasting (CRM)
- report on all lead development efforts and results to your US project

Requirements:

- fluency in English along with excellent, interpersonal, written and oral communication skills (minimum C1)

- authentically curious and relentless, you love learning and improving yourself
- strong written and verbal skills
- integrity is fundamentally important to you
- extremely detail oriented and flexible
- the ability and desire to work in a startup team environment
- passion for technology
- and **nice to have** software/saas experience, sales experience or other related business experience

Benefits:

- 3-months internship
- flexible working hours
- great location in the old cheese factory in the center of Warsaw (Hoza street)
- possibility of exerting real influence on the shape of the developed solutions, openness to your ideas and suggestions
- professional development
- opportunity to gain experience in start-up operating in Silicon Valley and across the United States
- cooperation with a young, but experienced team achieving further successes in the world
- comprehensive mixture of people enjoying their passions not only in the programming field, but also yoga, hurdles, and skydiving etc.
- our office can accommodate up to 300 people at the party

If you want to learn something unique...

If you want to push the boundaries of possibility...

If you want to learn something very new and grow...

Don't wait! Apply now!

Recruitment Process:

1. Send your CV at jobs@growbots.com with a title [SDR Internship]
2. Trial task
3. Job interview
4. Feedback
5. Internship offer