

MIGHTY

Business development/sales intern

Remote Position

Mighty is building the first AI driven post inspection platform by integrating agents, buyers and sellers through technology. By partnering with the 4th largest brokerage in the country Howard Hanna; Mighty is combining the natural intelligence that hundreds of thousands of enterprising real estate agents bring to this market, with the Artificial Intelligence that data science, cloud, and AI technologies enable. By first gathering data from home inspections, Mighty will then be able to execute on it's long term vision of becoming the repair data platform for all homeowners.

As a fast growing technology company, we have an opportunity to build a world-class platform that will transform the real estate industry. Since the company's conception, we have completed over 1000+ home improvement projects, generated more than 3000 estimates with 650+ agents actively using Mighty's services. In 2020 alone we expanded into multiple states and have grown the company by 400%. We believe in the power of entrepreneurial thinking and are looking for people who execute, dream big, and want to shape the direction of their own careers while reimagining the real estate experience.

Responsibilities:

- Assist in basic sales tasks and potential prospect contact.
- Attend team meetings, huddles and sales training sessions to learn alongside your team
- Provides compelling value proposals to potential and existing customers
- Works cross-functionally to address customer needs, increase revenue and retain current business
- Manage CRM tool - Hubspot

- Create and send reports to the team
- Help manage projects and track progress
- Improve pipeline efficiency by assisting as needed
- Manage external requests and retrieve messages on behalf of the team, providing effective communication to both parties as appropriate
- Learn and help develop integrated business assessments & projections for strategic decision-making
- Filling in small tasks in day-to-day operations

Preferred Qualifications:

- Current MBA students or college students majoring in business, sales and marketing, or communication.
- Strong written and verbal communication skills
- Candidate must be a highly task-oriented and organized person
- Candidate must work well in a team setting, as well as independent working
- Must be able to learn quickly and adapt to changes
- Must be proficient on the computer with basic programs (Google Docs, GMail, Google Calendars, Google Docs, Excel, etc.)

Mighty is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, sex, color, religion, national origin, protected veteran status, or on the basis of disability