



## **Position: Internship for Global Business Development (GBD) Team**

### **Job Responsibilities:**

We are searching for a committed, deadline-driven Sales Intern to join our GBD team. The Sales Intern will complete all tasks assigned by the GBD Director, which may include conducting market research, identifying business opportunities, managing email campaigns, generating sales leads, making cold calls, participating in meetings, and assisting the Sales department wherever possible. You should be able to take instruction, but also work unsupervised when required.

To be successful as a Sales Intern, you should be willing to learn as much about the company as possible and be able to spot opportunities that have been overlooked by others. Outstanding Sales Interns are problem solvers who know the value of building lasting, professional relationships with clients.

### **GBD Intern Job Duties:**

- Understands the overall concept of the company, including the brand, customer, product goals, and all other aspects of business model.
- Rotates through our divisions of responsibility and provides ideas to grow and improve the business.
- Accepts designated, business-focus projects to research, propose ideas and solutions, and present final project during the internship.
- Learns sales process by completing training program; completing study assignments (for example, [Salesforce](#) online course studies).
- Observes sales process by attending weekly sales calls.
- Updates job knowledge by participating in educational improvement opportunities; reading sales and marketing publications; maintaining personal networks; participating in sales and marketing organizations within the industry.
- Accomplishes sales and organization mission by completing related results as needed.
- Engages with customers or clients and provides service and/or sales.
- Provide suggestions to management for improving customer service and internal processes.
- Learns and becomes proficient on aligning internal technology development and sales initiatives.
- Assists in creating sales strategy plans and sales forecasts.
- Conducting desktop research, or gathering information through surveys or by speaking to clients and staff.
- Updating documents and sales records.
- Reviewing sales performance against sales targets.
- Keeping a log of everything learned and delivering presentations to staff and other stakeholders.

### **GBD Intern Skills and Qualifications:**

- Positive Energy Level
- Self-Motivated
- Motivation for Sales – Customer focused
- Verbal Communication
- Handles Rejection
- Deals with Uncertainty
- Handles Pressure
- Self-Confident
- Business Knowledge
- Meeting Sales Goals/Deadlines
- Some knowledge on computer hardware, robotics and AI (a plus but not required)



SHIN STARR *presents*

- Some knowledge on food industry and franchise (a plus but not required)
- Some knowledge on software and AI (a plus but not required)

**Education, Experience, Requirements:**

- High school diploma or similar.
- Degree in Marketing, Business or similar (preferred).
- Ability to work as part of a team.
- Proficiency in Korean/English languages would be advantageous.
- Proficiency in Excel spreadsheets (e.g. financial projections, planning)
- Superb interpersonal skills.
- A professional appearance.
- Interest in foods and restaurant industry (a big plus).

**Work Hours & Benefits:**

- Regular full-time office hours are Monday – Friday, 9:30am to 6:30pm with lunch included.
- Part-time office hours are negotiable (example, 3-days per week).
- Total employees is 14 (and growing).
- Mentor-to-intern ratios daily for minimum 30 minutes.
- U.S. Office in San Mateo, California.

**Shinstarr introduction:**

We create, operate and franchise Korean cuisine based quick-service restaurant (QSR) and fresh casual dining restaurants (FCD) built around our proprietary robotic kitchen technology and Korean cuisine excellence. Our passion is to solve the problem of rising food delivery and labor costs, and confront the rapid change of consumer palates that has altered the U.S. restaurant market. For example, demand for Korean food has been growing 30% continually in the past 3 years but yet there is no nationwide authentic Korean food QSR franchise. We have developed robotic kitchen equipment and recipes, so potential restaurateurs can operate with more ease a Korean QSR. And we make money by selling and licensing our technology and products. Our research lab is based in Seoul, South Korea and our vision is to expand our technology and products globally, with U.S. being our top market. If you

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