

# [eMoldino]

## Sales & Marketing Intern (Portuguese Speaker)

### About Us

eMoldino is an enterprise-level supply chain management (SCM) solutions provider that specializes in cultivating digital transformation for Fortune 500 partners and major manufacturing organizations worldwide. By utilizing cutting-edge technologies, such as AI and machine learning, eMoldino delivers data-driven business intelligence to lead the industry 4.0. movement.

We are currently undergoing an aggressive expansion in the most cutting-edge sector of solution delivery. As a member of our organization, you will gain firsthand experience collaborating with Fortune 500 corporate clients. Traveling and consulting business partners in the US, EU, and Asia are essential parts of the work. If one likes to travel, it would be an added benefit.

Our mission is to help global manufacturers rethink supply chain management, driving true corporate innovation and bringing customer experience into the cycle.

### Responsibilities include, but are not limited to:

- Plan and execute all aspects of a targeted sales program including end-to-end ownership of customer engagements
- Accomplishes sales objectives by planning, developing, implementing, and evaluating advertising, merchandising, and trade promotion programs; developing field sales action plans
- Identifies marketing opportunities by identifying consumer requirements; defining market, competitor's share, and competitor's strengths and weaknesses; forecasting projected business; establishing targeted market share
- Improves product marketability and profitability by researching, identifying, and capitalizing on market opportunities; improving product packaging; coordinating new product development
- Sustains rapport with key accounts by making periodic visits; exploring specific needs; anticipating new opportunities
- Protects organization's value by keeping information confidential
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations

### **Requirements:**

- Native proficiency in Portuguese and business proficiency in English
- Strong quantitative and qualitative analytical ability, along with excellent business judgment
- Strong project management skills, including a proven ability to think through all aspects of the process, manage long-term projects and multitask
- Superb interpersonal communication skills, with the ability to build relationships successfully across teams
- Driven self-starter with a passion for excellence and an ability to work under minimal supervision
- International students soon to be graduates, graduates preferred

### **Working Conditions**

- Duration: 3 Months ~ 6 months (A full-time position will be offered to qualified candidates after the internship period)
- Workplace: 15F Seoul Square, 416, Hangang-daero, Jung-gu, Seoul
- Working hours: 09:00~18:00 (5 days)
- Compensation: Competitive Pay

### **Guidelines for Applicants**

- Resume/CV and Cover Letter via email (No longer than 1 page)
- Email address: [recruit@emoldino.com](mailto:recruit@emoldino.com)
- File Name: Sales & Marketing Intern (Portuguese Speaker)\_Name