TransPerfect

#218703 SLAC-Intern-Sales (Winter Recruiting Day) at TransPerfect

3 Park Ave, New York, NY 10016, USA
1,000 - 5,000 employees
Translation/Localization industry
Private company
TBD
Paid

Monthly housing stipend of $0.00

- Research prospective clients through several strategies including: internet, trade show lists, referrals, yellow pages, various professional directories, etc.
- Create accurate spreadsheets of prospective client data and manage leads database
- Assist in business development activities – i.e. direct mailings, cold calls, preparing for conferences/tradeshows, etc.
- Collaborate with the Product Management Team to ensure timeliness and quality of work to clients
- Represent TransPerfect Translations to all existing contacts to best create a positive brand and generate interest through ‘word of mouth’ marketing strategies
- Research the translation industry become knowledgeable about including industry leaders, competitive data, proposal formats, competitive rate structures, and marketing strategies

Contacts
Michelle Yoon

Desired Skills
- Excellent English communication (written and verbal) skills
- Exceptional problem solving and analytical skills
- Strong interpersonal skills
- Self motivated, responsible, works well under pressure
- Strong phone skills
- Effective time management
- Writing sample must be clear, concise, contain no errors, and written smoothly

TransPerfect

For more than 20 years, TransPerfect has provided comprehensive language and technology solutions to help our clients communicate and conduct business more effectively in a global marketplace. Equipped with a quality management system certified to both the ISO 9001:2008 and EN 15038:2006 standards, TransPerfect provides a full array of language and business support services, including translation, interpretation, multicultural marketing, website globalization, subtitling, voiceovers, staffing services, multicultural marketing, e-learning and training, and legal support services. TransPerfect also offers a suite of next-generation technologies that significantly reduce costs and improve consistency throughout the translation process, making TransPerfect the vendor of choice for the world’s leading multinationals. With annual revenues of over $470 million, TransPerfect is the world’s largest privately held provider of language services and technology solutions. From offices in more than 85 cities on six continents, TransPerfect offers a full range of services in 170+ languages to clients worldwide. With an unparalleled commitment to quality and client service, TransPerfect is fully ISO 9001 and EN 15038 certified. TransPerfect has global headquarters in New York, with regional headquarters in London and Hong Kong.

Interviews that are related to this job

TransPerfect

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January 8th 2016 in

Qualifications

Allowed School Years
Senior
**Allowed Majors**

**Work Authorization Requirements**
US work authorization is required