



## **Sales Internship (2-3 openings)**

Are you passionate about sales and looking to gain experience working in a dynamic, Nordic-owned company? And do you want to support our sales department in connecting top IT and Marketing/Business Development talents from North Macedonia with our fast-growing customer base? If so, we'd love to hear from you!

### **Who we are**

K Resourcing, established in 2022, specializes in building high-performing nearshore teams for our international clients. From our headquarters in Skopje (Soravia Center), we create dedicated teams that seamlessly integrate with our clients' organizations. With a focus on delivering exceptional value, we aim to become the leading provider of skilled IT and Marketing/Business Development resources from the Balkans to our primary markets in the Nordics. We've grown to approximately 50 employees over the past almost 3 years' time and are constantly pushing the boundaries to accelerate our growth even further!

### **Your role**

As our new Sales Intern, you will support our sales department in various sales activities, help expand our sales prospect pipeline, enhance our online presence across our social media pages (LinkedIn, Instagram, and more). You'll also co-drive the creation of sales and marketing material and support our CEO directly in day-to-day client engagements. This is a great opportunity for you to develop your skills in a fast-paced, international environment.

### **Responsibilities**

- Assist our Sales & Marketing Department with daily tasks and strategy implementations
- Contribute to the growth of our sales pipeline via cold calling/emailing and mass outreaching
- Boost our online presence across social media platforms
- Help create sales/marketing materials as requested
- Take part in sales and marketing initiatives that drive business growth



**K RESOURCING**  
BUILDING DEDICATED AND INTEGRATED TEAMS

- Assist in lead generation by vetting leads and creating a comprehensive database of qualified leads
- Conduct market research to identify trends, competitors, and potential opportunities, providing insights that inform strategic sales decision-making
- Cold call prospective clients (mainly based in the Nordics)

### **Key skills and attributes we're looking for**

- Interest and enthusiasm for sales and overall marketing
- Ability to work in a fast-paced environment
- Fluent English (written and spoken)
- A proactive, fast learner with excellent communication skills
- Familiarity with lead generation will be considered a big plus

### **What we offer**

- 5-month paid internship with the possibility of full-time employment upon successful internship period results
- The opportunity to work in an international and dynamic start-up
- Personal and professional development in a collaborative and supportive environment

You'd be joining an ambitious team of highly skilled colleagues and an environment/culture where we have a constant focus on the satisfaction and development of all our people. Moreover, below are some additional benefits of joining us:

- Super positive team environment and cross-team collaboration
- New top-notch IT equipment
- Free daily snacks and beverages from our Skopje-offices
- Best-in-market private healthcare package
- Sportmaster membership
- Modern offices in the heart of Skopje (Soravia Business Center)
- Social gatherings/events

**Interested?** Apply with your CV (no cover letter needed) at [hr@k-resourcing.com](mailto:hr@k-resourcing.com). If you have any questions, then feel free to reach out to us and we will get back to you ASAP.