

New Product Launch Intern at Delta Waseca Location: Waseca MN

JOB SUMMARY:

Are you someone that loves to be part of the process from start to finish? Delta Waseca is seeking a Business Development Intern to research, develop and prepare to launch two new product lines in the upper Midwest. This intern has potential to become part of the Delta Waseca team down the road. This position is very hands on so expect to learn a lot!

This individual will be tasked with researching and developing new market sales opportunities and strategies. We need a driven, motivated and organized individual that is eager to develop new information and make time sensitive decisions. This individual will gain unparalleled experience in working for a well established industry leader.

It is an exciting time at Delta Waseca and this position presents a unique opportunity to help build a new product lines. We are expanding into new markets and you can help Delta Waseca achieve its goals by creating a plan to be a nationally recognized brand.

Company Information:

DELTA WASECA manufactures truck bodies in southern Minnesota and has for over 50 years. The company builds a full line of custom aluminum, "FRP" (fiberglass reinforced plywood), curtainside, dry freight, and refrigerated van bodies. We are widely known for our particularly rugged construction as well as fit and finish. With our partners Opus Mach and Equipment Innovators we are able to design and engineer industry leading products. Delta Waseca has spent the last few years developing a sale and marketing team that has led to territory expansion, additional engineered and designed products and record sales.

REPORTS TO:

Department: Sales

Primary: Director, Sales & Marketing

Desired Qualifications:

- Experience with market research
- Experience in designing sales and marketing process

Responsibilities include but are not limited to:

- Self-starter; ability to achieve goals without daily supervision
- Ability to understand sales and marketing processes
- Excellent listening skills
- Outstanding ability to organize and multi-task
- Strong attention to detail and administrative/technical skills
- Energetic, outgoing, bright, good communicator
- Strong writing skills
- Team player!
- Speaks clearly and concisely with a purpose
- Professionalism in all capacities (phone, emails, in person)
- Passion for sales and developing relationships
- Quick learner with technological interfaces
- Ability to problem solve
- Detail oriented

Education

- Desired but not limited to seniors or post grad with degree in business and marketing