



Houston Hispanic
Chamber of Commerce

Sales Representative Internship

The Sales Representative Internship at the Houston Hispanic Chamber offers a unique opportunity to work with an organization that is the leading regional advocate for the economic and civic interests of the Hispanic business community.

Position: Sales Representative Intern

Description: This program is ideal for undergraduate or graduate students who wish to pursue a career in sales, marketing and business management, and students who are aiming for a business degree. The Sales Representative interns will train with sales executives on the business acumen, procedures, and technical processes associated with selling into multiple industries. As a Sales Representative, the main objective will be to increase sales revenues in your given territory. Candidates will have the opportunity to call regularly on business owners and support the promotional effort behind the services. Reps must maintain a current and competent level of knowledge on the service line to be a reliable source of information to the new and existing membership.

What we offer:

- Professional, hands-on training with a successful sales leader.
- Professional guidance from industry leaders

The ideal candidate will possess the following qualities:

- Professionalism
- Ability to build relationships with clients
- High desire and motivated to succeed
- Ability to learn and adapt quickly
- Listening and persuasive skills
- Tact and diplomacy
- Intellectual curiosity
- Methodical and analytical sense

Responsibilities:

- Create and execute an effective sales call plan
- Communicate and establish monthly goals with the Chief Operating Officer
- Build business relationships with new accounts
- Cultivate and maintain existing business relationships
- Effectively communicate with existing members on expanding their current investments
- Participate in weekly meetings
- Add creative input into targeting new industry or sales ventures skills
- A positive and flexible attitude

Interns must be able to commit to at least 3 months, and preferably longer. Interns will be unpaid (aside from commission) and will be expected to be available 12–20 hours per week. Academic credit may be offered.

To Apply: Please send a cover letter and resume to rmartinez@houstonhispanicchamber.com with “Sales Representative Intern” and your name (Last, First) in subject line.