

Sales Intern

Your Impact

As an Inside Sales Intern, you'll have the opportunity to develop essential sales skills while supporting our team in acquiring new customers in the Benelux region. Guided by experienced team members, you'll learn the ins and outs of the sales process, from prospecting to closing deals. You'll gain hands-on experience working with cross-functional teams and build a strong foundation that will benefit your career long-term.

What is Road?

At Road, we work every day to simplify EV charging. We do this with our platform, which is connected to over 90,000 charging points. Our software is used by companies of all sizes, and we collaborate with manufacturers and installers to provide an outstanding electric driving experience to more and more people.

Currently, we serve 20% of the Dutch market, and we are determined to continue this success internationally. Road operates at the intersection of cleantech and fintech, with one clear mission: to make EV charging transactions effortless for everyone.

What's the Role About?

We're seeking a talented and motivated **Inside Sales Intern** to join our team. In this role, you will reach out to prospects from our database and leads provided by Marketing and Customer Success, and practice demonstrating the value of our solutions to potential customers, contributing to the growth of our business.

You will be responsible for:

- **Sales Prospecting:** Gain experience in prospecting by identifying potential clients through cold calls, emails, and networking activities. You'll introduce Road and our product offerings, learning the fundamentals of customer outreach.
- **Solution Selling:** Shadow experienced sales team members in product demos and consultative sales conversations. You'll learn how to connect our solutions to clients' needs through hands-on training and mentorship.
- **Pipeline Management:** Develop skills in CRM management by helping to maintain and update the pipeline of leads, logging client interactions, and ensuring timely follow-ups.
- **Customer Relationship Building:** Begin to build relationships with clients under the guidance of a mentor, learning how to serve as a trusted advisor for their needs and advocate on their behalf within the company.
- **Negotiations and Closing:** Assist with preparing proposals, observing negotiations, and supporting deal closures. You'll gain an understanding of the techniques used to address objections and achieve sales targets.

- **Market Research:** Learn how to conduct basic market research, keeping informed about industry trends, competitors, and potential client needs to support the sales strategy.
- **Cross-Functional Collaboration:** Collaborate with marketing, operations, product, and customer success teams to learn how different departments work together to enhance the client experience.

What Makes You a Great Fit?

- You are currently enrolled in an HBO program focused on commercial studies or related fields. Please note you will need to be enrolled for the full duration of the internship.
- You have relevant coursework or project experience that demonstrates familiarity with client engagement and business development.
- You have a strong interest in reaching out to potential clients, initiating contact through calls and emails, and building client relationships.
- Familiarity with CRM systems (such as Salesforce) is a plus.
- You are highly motivated, proactive, eager to learn, and demonstrate strong communication and presentation skills.
- Fluency in both Dutch and English is essential.

What's in it for you?

- **Monthly Allowance:** Includes an allowance of €500.
- **Engaging Work Environment:** Join a young, dynamic, and ambitious team where hard work is balanced with social events and team-building activities.
- **Professional Growth:** Gain hands-on experience with real-world tools and methodologies that directly support your long-term career growth.
- **Meaningful Impact:** Contribute to a sustainable, self-starting company, making a difference across all areas of the business.
- **Innovative Culture:** Work in a collaborative environment that values creativity and innovation.
- **Daily Perks:** Fully covered lunch and drinks at our very own Road bar.

Our Culture

At Road, 120 dedicated professionals work together, combining the best of both worlds. On one hand, we have a start-up mindset full of energy and innovation; on the other, we embrace the structure and processes of a scale-up, enabling us to work in a focused and efficient manner.

We believe it's essential for everyone to be themselves. That's why we maintain a flat organization with minimal hierarchical layers, where open communication and collaboration are key. We also believe in the growth of every individual: at Road, you have ample opportunities to develop your talents and advance within the company.

Together, we create a culture where innovation, personal development, and an open working environment go hand in hand. This is the driving force behind our success and our shared ambition to shape the future.