

## **Organization Profile**

*Our company produces digital widgets to aid nonprofit healthcare organizations increase their social media presence and impact. We are a staff of three professionals headquartered in Charlotte, NC.*

## **PROJECT INFORMATION**

**Title:** Competition/Sales Prospecting

### **Summary of Responsibilities, Expectations, Learning Experience:**

#### **Details of Project:**

Purpose of this project is to identify and research 15 companies that use one of our competitor's services. You'll deliver a list in excel with different tabs for each company, and brief justification as to why these specific companies were selected, as well as potential objections they might have to switching providers, and suggestions on how to overcome them.

#### **Learning Experience:**

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#### **Expectations:**

One week of work (20 hours) is expected for this project.

#### **Qualifications (*Experience, Competencies, Skills, Education*)**

Highly motivated, able to work autonomously, use appropriate technology tools to analyze and compile information.

Must have computer and internet access.

#### **Paid/Unpaid?**

Unpaid; LinkedIn endorsement and written recommendation provided on completion.

### **Application Procedures:**

Send resumes to: [us@thiscooljob.com](mailto:us@thiscooljob.com)