

MotionPoint Sales Internship 2016
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My summer internship at MotionPoint was absolutely great. I knew that I wanted to go into software or medical device sales of some sort, so I applied knowing that I would get exposure to professional salespeople. However, I did not quite realize that MotionPoint was more of a technology company than a translation provider. I realized quickly during the first week that I had made a serendipitous decision to apply.

By finding a job that combined my passions of working with people and technology, I felt engaged in what I was doing every day, and I was able to absorb a great deal of knowledge from the veteran salespeople. I am a psychology major, I really enjoyed my previous retail sales jobs, and I have always been a fan of technology. Thus, my experiences at MotionPoint gave me insight into what I should look for in a company and a position as my career evolves. I know now that in order to find success, I need to combine those interests with my best qualities. I learned at Beyond the Gates that my StrengthsFinder themes are communication, futuristic, ideation, strategic, and woo. These qualities really made sense to me when I applied them in a business to business software sales role.

My initial duties included researching companies that would be a good fit for our services, sitting in on sales calls, and assisting the salespeople with pre-meeting preparations. The data collected in the previously mentioned duties would frequently be added to the company's CRM system, so I gained a lot of valuable experience in that regard. Also, our CRM system needed some major maintenance for prospect profiles. The other two interns and I were able to complete a major overhaul of the profile accuracy by the end of our internship, which was particularly rewarding.

I think my favorite part of the internship was getting to take an active role in some of the sales calls and speak with eCommerce executives from some of my favorite brands. While this was not originally going to be part of my duties, I was given the opportunity to do so by one of the salespeople because I had done well in my other obligations. There are other examples of people at MotionPoint trusting me with tasks that interns at other companies don't usually get to do. The head of account management allowed me to meet with a third-party vendor of CRM systems, and afterward he asked my opinion of the company's offerings. I got to provide input that was taken seriously, and I truly felt like a respected member of the team. None of the tasks that were ever given to me seemed trivial, and my coworkers were always appreciative of my work, no matter how big or small the project. I was also invited to dinners with the sales team.

This summer was the first time I had ever lived somewhere other than rural Tennessee, so as one can imagine, South Florida was a completely new experience. It was nice getting to live in the fast-paced area, and my coworkers were eager to give me recommendations on where to spend my afternoons. Rich Hreschak and Adam Rubenstein were my primary bosses during the internship, and I cannot stress enough how patient both of them were as I was adjusting to the job. Rich is an incredible teacher, and he knows the ins and outs of the sales industry. He gave great career advice and provided us with invaluable educational material. Adam was a pleasure to work with. Despite his busy schedule as COO, he made time to take me to lunch and frequently ask how things were going. He and I definitely had a good Sewanee connection, and he offered me a job after the internship concluded.

All in all, I highly recommend this internship to anyone who has an interest in tech sales. It's not easy to break through into B2B SaaS sales (business to business software as a service), but working at MotionPoint gave me enough experience that I now feel confident enough to apply and interview at similar companies should that become an option. I also found great career mentors there that I am still in contact with.