



## Job Description & Profile

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### POSITION TITLE

Business Development Intern

### POSITION OWNER

Michele Caivano

### REPORTS TO

Giovanna Voltolina

### DEPARTMENT

Sales MatiPay

### LOCATION

Mola di Bari

### COMPANY DESCRIPTION

MatiPay is the innovative mobile Payment and Telemetry system that offers a frictionless user experience providing an immediate connection between the vending machine and the smartphone app connected with a virtual wallet rechargeable via cash dispenser, Credit Card or PayPal.

MatiPay electronics can be easily embedded in new and existing automatic distributors, enhancing the real-time telemetry features with a powerful CRM and business intelligence platform to support Vending Operators.

At the same time, it provides users with an engaging purchasing experience thanks to promotions, the possibility to transfer their money to other app users and other social features.

### POSITION MISSION

Our designated Business Development Intern will be responsible to collect market information and generate commercial leads from a list of contacts, through emails and phone calls.

### MAIN RESPONSIBILITIES AND ACTIVITIES

- Call/Email vending operators from a contact list
- Collect information and schedule appointments
- Update CRM records accordingly
- Generate activity reports using Microsoft Dynamics 365

### QUALIFICATIONS/KNOWLEDGE/EXPERIENCE REQUIRED/TECHNICAL SKILLS

- Basic IT skills (Microsoft Office, database management, email marketing tools)
- English B2 (preferred, not mandatory)

### COMPETENCIES

DRIVE FOR RESULTS

PARTNERING

INNOVATION

CUSTOMER FOCUS

TALENT DEVELOPMENT

CONFIDENT HONESTY



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### COMPETENCIES

DECISION MAKING

PROBLEM SOLVING

STRONG ORGANIZATIONAL SKILLS

COMMUNICATION SKILLS

### WORKING RELATIONSHIPS/CLIENTS

INTERNAL: MATIPAY SALES TEAM

EXTERNAL: MATIPAY'S POTENTIAL CUSTOMERS (VENDING OPERATORS)

### DIMENSION OF THE POSITION

NUMBER OF EMPLOYEES MANAGED:

BUDGET MANAGED:

KPI:

OTHER QUANTITATIVE DATA:

### SIGNATURES

POSITION OWNER

Michele Caivano

1<sup>st</sup> LEVEL REPORTING  
(i.e.. BU mg, SC mg, etc.)

General Manager

HR

Costanza Battista