



# GIS Benefits' Intern Program

GIS Benefits is a fast-growing, entrepreneurial, national organization focused on delivering Fortune 500-caliber employee benefits and technology solutions to employers of all sizes. Our internship program is designed to be challenging, informative, and fun. As a GIS intern, you'll develop real-world skills and expand your network, building a strong foundation for a successful career.

We offer paid internship opportunities during the summer and throughout the year, where you'll be exposed to all aspects of our industry including sales, account management and customer service. You'll also get to experience and analyze the sales cycle from start to finish.

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*"Working with the GIS team last summer was incredible. They dedicated so much time and energy to teaching me the insurance industry as well as helping me grow personally. Not to mention, we had a lot of fun along the way!"*

Joey P, Summer 2020 Intern

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## What will I do?

- You'll be assigned two dedicated mentors to guide and support you throughout your internship experience. Shadow your mentors on their sales calls, demos, training sessions, etc.
- Partner with interns from our 20 locations around the country on national initiatives
- Receive dedicated support for résumé writing and interview prep
- Take on skill development assignments and workshops designed to sharpen your professional communication skills
- Deliver weekly presentations for content comprehension and to develop your presentation skills

## What will I learn?

- » Understand how our team interacts with multiple stakeholders to achieve business-to-business sales success
- » Industry-specific product and process knowledge
- » How to work as a team in a professional setting
- » Sales development including:
  - Identifying and qualifying potential prospects
  - Initiating, growing, and maintaining client relationships
  - Developing essential consultative selling skills
- » Account management development:
  - Successful onboarding and implementation for new clients
  - Ongoing client relationship management



***Start earning while learning!***

[www.gisbenefits.net](http://www.gisbenefits.net)