Position: Sales and Marketing Intern at SepticSitter
Type of Internship: Part-time (10-20 hours per week), flexible hours
Location: Remote, based in Canada
Time zone: AST
Duration: November 2021 to April 2022 (with shorter hours in December and April to accommodate exams and holidays)
Compensation: $20/hour for undergraduate students, $25/hour for graduate students

Why Join Engineering Technologies Canada "ETC" — Inventors of SepticSitter:

Us: We are a fast-growing IoT ("internet of things") startup on a mission to keep communities safer by reducing crappy water contamination problems, one septic system at a time.

You: You will be in on the ground floor of a fast-growing company. We're a small team that works fast to get things done and shipped. This isn't a traditional corporate internship — you will have plenty of opportunities to contribute, have a say in decisions, and even own specific aspects of SepticSitter's marketing. Students pursuing all degrees at post-secondary institutions in Canada are welcome to apply, including engineering, technology, media and design, public relations, and commerce/business students.

Together: While septic systems may not be the sexiest industry, we make up for it with the fun we can have with *poo puns* and our difference in environmental sustainability. So, help us change the way we do our business for the better!

About ETC Technologies:

Headquartered in Charlottetown, PEI, and founded in 2015, SepticSitter is a fast-growth startup with an environmentally conscious mission.

When septic systems fail, they can contaminate a community's drinking water, kill fish and make popular beaches, lakes and rivers unsafe for swimming. Our flagship product, SepticSitter, is a revolutionary smart septic monitoring system. We love protecting our customers (and the environment,) by detecting septic problems early, so they can be fixed, before a messy, costly, disaster occurs.

Led by long-time industry leaders and accepted into numerous prestigious tech accelerators, SepticSitter is changing how North America does its "business." Over the last two years, ETC has grown significantly. We are currently expanding the team to help fuel the growth of our market-leading product, SepticSitter, as we pursue our mission for sustainable septic management.

What You'll Work On (Roles and Responsibilities):

- Help manage our leads and community of engineers, home owners, legislators, and service professionals
- Manage and update our CRM (Hubspot)
- Lead outreach (emails, texts, and phone calls)
- Assist with running the sales process — track leads, researching leads before sales calls, attending sales calls, and help customize sales decks before sales meetings
- Install and manage sales software
- Design, track and review sales A/B tests
- Help brainstorm sales messaging and positioning
- Find and reach out to new leads
- Manage and respond to inbound leads
- Write case studies and collect reviews
- Chat with our happy customers

Qualities we're looking for (more important than your skills or experience) in order of importance:

- High emotional intelligence
- Entrepreneurial spirit/self-starter
- Someone comfortable working in a fast-paced start-up where things are constantly changing
- Fast-learner
- Comfortable picking up a phone and following up with leads
- Loves chatting with people and finding out about their problems
- Comfortable with remote work
- Good at online research
- The thrill of closing a deal is right up your alley
- Loves creating and digging into spreadsheets
- Someone who likes to find patterns in data!

It would be great if you had experience using one or more of these tools (but not necessary):

- Hubspot
- Zoom
- Slide deck software (Google Sheets, Powerpoint, etc)
- Graphic design (Canva, Adobe Suite, etc)
- Slack
- Google Drive, Docs, Sheets, and Slides
- WordPress
- Woocommerce

How We Hire:

Diverse and inclusive teams make businesses and the world better. Therefore, we highly encourage candidates of all backgrounds and perspectives to apply, even if you don't think you meet the qualifications/requirements for this posting. We particularly encourage applications from any identity that is under-represented in tech.

Requirements:

- You are legally entitled to work according to the relevant provincial legislation and regulations.
- You are a Canadian citizen, permanent resident of Canada, or have been granted refugee status in Canada (no work permits or student visas).
- You are a current post-secondary student at an accredited institution during Fall 2021 and Winter 2022.

To Apply:

Please fill in this application form.

An actual human will review every application. We thank all applicants for applying in advance; however, it's possible only candidates moving forward in the hiring process will be contacted.