Agenda

• Introductions
• Startups / Growth companies: why work at one / why do we?
• Sales & Marketing: What do we do all day?
• Workshop
  o Mastering Phone Screen Interview Process
  o Questions and Answers
• Wrap Up
Panel

Devan Weed     Nick Iverson
Dean Toulan    Ryan Policella
Evan Sawyer    Renee Wysopal
Ian Mack       Dave Mailing
Phone Screen

- Phone Screen Prep
- Phone Screen – Live on phone
- Ending the call
- Phone Screen Follow Up
CloudHealth by VMware is seeking driven, high-energy, dynamic candidates to join our Sales Internship Program this summer. As part of the program, you will work with the sales organization while supporting CloudHealth go to market efforts. This is an excellent opportunity for someone seeking a career in sales post graduation. You will gain hands on experience in a fast paced, rapidly growing high tech start-up.

You Will:

- Proactively identify sales prospects and enter them into Salesforce
- Maintain Salesforce databases assuring data integrity
- Learn about cloud technologies, including Amazon Web Services, Google Cloud Platform & Microsoft Azure
- Learn and be able to demonstrate the CloudHealth platform value proposition
- Attend sales meetings, internal systems training, CHT sponsored training sessions to keep current with industry technologies and expand the CloudHealth Technologies knowledge
- Actively participate in sales meetings and trainings

You Have:

- Progress towards completing a degree in Business Administration, Marketing, Sales, Economics, or related field as an actively enrolled student
- The ability to work 40 hours a week over 5 business days (schedule flexible)
- Desire to move into a Sales role upon graduation
- Proficiency in Microsoft Office Suite
- Excellent verbal and written communication skills
- Motivation as a self-starter with ability to prioritize tasks and work independently
- Intellectual curiosity in cloud & emerging technologies
- Previous internship experience a plus
PHONE
INTERVIEW
PREP

► Know everything about the person interviewing you (LinkedIn)
► Research the company – understand what they do
► Research the market the company is in
► Know the Executive / Leadership team
► Have “about you” down pat (1 min)
► Why do you want to work there?
QUESTIONS ABOUT YOURSELF:

- Tell me about yourself?
- What are your strengths?
- What are your weaknesses?
- How would your boss, teacher, colleagues describe you?
- What are your hobbies?
- Where do you see yourself in 5 years?
QUESTIONS ABOUT YOUR PREVIOUS EXPERIENCE:

- What relevant experience do you have?
- What accomplishments are you most proud of?
- How do you deal with stressful situations?
QUESTIONS ABOUT THE COMPANY:

- What do you know about the company?
- Why did you apply for this role?
- Why should we hire you here?
WORK STYLE:

- How do you organize your day and set priorities?
- What are you looking for in your ideal position?
- What's more important to you, completing a job on time or doing it right?
ALWAYS HAVE QUESTIONS PREPARED!

- With any interview it's imperative you have 3-5 questions for the interviewer
  - What does the training process look like?
  - What are some qualities that have helped interns succeed in the past?
  - How will my performance be evaluated?
  - What opportunities do interns have for full-time employment?
“Close Them”
- Ask if there is anything they would like you to clarify, any reasons they may have doubts etc.
- Express that you want the role, you feel you are a good fit for the role and thank them for their time
- Understand next steps and timelines
- Send a thank you email same day / 24 hours
  - If very interested, send written thank you as well
- If you don’t hear back in the timeframe – follow up
Thank You