**Job Title:** Account Management Intern

[Lynx Technology](http://www.lynxtechnology.com) is looking for an Account Management Intern to help us develop important markets in Asia, particularly Taiwan, Mainland China, and Japan (Japanese or Mandarin Chinese language skills required).

The position will start in April or early May. We are looking for a student who can work up to 20 hours per week during the school year; work will increase to up to 40 hours per week for summer.

**What Does Lynx Technology Do?**

For Consumer Electronics Companies and Service Providers who want to enable their devices to deliver media and smart home uses cases for consumers in the home, Lynx provides device connectivity software that allows consumers to quickly and securely discover and enjoy their media libraries and smart home devices, while coordinating and controlling them from any mobile device.

Lynx Technology is based in San Diego, California and has offices in Berlin, Germany, Tampere, Finland and Tokyo, Japan. We serve customers across North America, Europe, Asia and Japan. To learn more, please visit [www.lynxtechnology.com](http://www.lynxtechnology.com)

**Position Description**

We are seeking an ambitious and motivated individual for our Account Management Intern position. This is an entry-level role with customer service, business development, and marketing-related responsibilities for all Lynx products into the Connected Home market. The successful candidate will be responsible for executing a targeted outbound lead generation campaign to companies and individuals who fit our ideal profiles for customers and partners, and also for responding to relevant inbound inquiries from prospects interested in Lynx Technology. The Account Management Intern will gain valuable experience in customer care and solution selling to companies of all sizes, from the mid-market to the Fortune 500 and Global 2000. This is an excellent opportunity for an ambitious full-time student or recent graduate who has exceptional communication and presentation skills to make an immediate impact with a dynamic company in a rapidly growing market.

**Primary Business Objectives**

* Selective prospecting into specific accounts across Asia to help find potential partners, fill the Sales pipeline, and accelerate revenue growth
* Support the SVP Global Sales and Business Development as needed to help achieve customer win targets
* Help establish high customer satisfaction and loyalty

**Major Areas of Responsibility**

* Initiate, develop, and manage early-stage opportunities across Asia
* Build awareness and understanding of the Lynx family of solutions in the Connected Home and Smart Home markets
* Align customer experience and needs to Lynx Technology offerings through effective communication via email and telephone
* Support new product launches and provide customer feedback for Go To Market (GTM) strategies
* Expand knowledge of the industry as well as the competitive posture of the company to best position Lynx Technology for success
* Report on weekly results, both qualitative and quantitative results
* Update and maintain the CRM database as appropriate to facilitate easy reporting on activity, productivity and Sales pipeline metrics

**Required Skills and Knowledge**

* Exceptional level of drive and passion for results.
* Demonstrate the ability to effectively communicate solutions to potential prospects and generate initial meetings to initiate Sales opportunities
* Flexibility to work during China Standard Time – 9:00am in Beijing and Taipei is 8:00pm in U.S. Mountain Time (during Daylight Savings Time); 9:00am in Tokyo is 7:00pm U.S. MDT)
* Desire to spend time on the phone (via Skype or similar teleconference) prospecting, following up and engaging prospects in meaningful conversations
* Willingness to follow process, learn new skills and start (or continue) to build a career in emerging market technology sales
* Desire to become an expert on the Connected Home and Smart Home markets, including segments, vendors, technologies, devices and services
* Other:
  + Articulate, confident and professional speaking and presentation skills
  + Strong business and technical writing skills
  + Ability to work in an international, culturally diverse environment
  + Strong problem-solving skills and willingness to roll up one’s sleeves to get the job done
  + Skilled at working effectively with cross-functional teams

**Education and Experience**

* Currently pursuing a BA/BS degree
* Previous positions with a record of achievement in customer service or a similar role.

**Other**

* Hourly pay of $18 to $20 per hour, commensurate with skills and experience.
* Temporary, Full-Time Position (starting at 20 hours/week until summer break)
* Location: Boulder, CO area
* Languages: English, and either functional Mandarin or Japanese (fluency preferred)
* Travel: Less than 10%
* Reporting: Position will report to the SVP Global Sales and Business Development (who is based in Boulder, CO)
* Laptop will be provided. Selected candidate will work from home and meet with supervisor regularly.

**To Apply: Email your cover letter and resume to** [**careers@lynxtechnology.com**](mailto:careers@lynxtechnology.com) **with subject line “Lynx Technology – Internship”**