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## **SALES AND BUSINESS DEVELOPMENT INTERN**

**DaCast, LLC. (San Francisco, CA; [www.dacast.com](http://www.dacast.com))** makes a self-service video streaming platform that is very easy to use and can *monetize* content immediately via video ads, pay-per-view and/or subscriptions. Using DaCast, publishers of online video can create one or more money-making channels themselves as easily as they do it with Google AdSense.

In contrast to competing solutions, DaCast offers all this functionality in an integrated, self-service platform. There's no need to engage with intermediaries or to purchase additional applications or tools: DaCast is a true one-stop, end-to-end solution.

While DaCast can be used by businesses of all sizes, it is especially suited to smaller independent TV stations, educational institutions, faith-oriented organizations, music groups, sports teams and individuals who want to share content with a global audience and build communities – all while generating incremental revenue.

In addition to monetization, DaCast also manages the security of customers' streams and payments, and offers a huge database of ads to choose from – along with an analytics dashboard enabling users to optimize streaming scheduling, and advertising revenue.

### **Job Responsibility**

Primary job responsibility will consist of initiating and responding to business development leads and sales opportunities in order to turn them into revenue.

- Identify potential companies for strategic partnerships for business development
- Coordinate strategic account relationships with the CEO
- Track and respond to all incoming leads, qualify and rank them
- Prioritize follow up on both partnerships and sales opportunities
- Coordinate meeting schedules, calls, WebEx, follow-up action items, etc.
- Accelerate business development and sales leads into revenue generating opportunities as quickly as possible

### **Qualifications and Desired Experience**

- Sales or Business Development experience, preferably in Internet or High Tech
- Independent, self-motivated and ambitious
- Responsible, reliable and able to organize and manage multiple tasks and projects
- Exposure to or use of video, audio, streaming technology and multimedia, a plus
- Comfortable working in a start-up environment

### **Internship Details**

- Internship will run for 6 months starting immediately
- Compensation: \$800 fix salary / month + commissions

### **Location**

San Francisco / SOMA

To be considered, please submit an email to [careers@dacast.com](mailto:careers@dacast.com) with your resume.