

**Job Description <Technical Business Analyst - Intern>**

<b>Job Title:</b>	<b>Technical Business Analyst Intern</b>	<b>Reporting to:</b>	
<b>Grade:</b>	<TX>	<b>No. of incumbents:</b>	<Count of Positions>
<b>Unit/ Dept.:</b>	Sales / Marketing	<b>Back-up position:</b>	<Planned back-up position>
<b>Section:</b>		<b>Position code:</b>	-

**Job Summary/Objective**

Teleapps, a customer experience solutions company would like to bring on a Presales Intern for next summer. The successful candidate will be enrolled full-time in a major university or college and studying marketing or communications. We're looking for a driven, ambitious individual who wants to create a career in sales / marketing. We provide extensive training, guidance and support, as well as the opportunity to experience the industry from the inside and gain valuable work experience.

**Key Roles & Responsibilities**

- Understanding Customer Functional requirements from End user perspective.
- Understanding and applying Product capability to Functional Requirements and match with business Use case which will provide the feature set to the End user.
- Interacting with potential or existing customers to introduce them to a product or service.
- Answering questions about products / services of the company.
- Preparing Business Questionnaires for different business verticals. to understand customer requirements.
- Customer Facing meeting for the Back office technical team when needed.
- Support and facilitate Sales Activities with Lead Account managers and Attend meeting as and when required.

**Job Requirements**

<b>Degree(s) &amp; Certificate(s)</b>	Undergraduate Degree with consistent results in academics
<b>Knowledge</b>	· Knowledge of Internet, Google Work Space, MS Office suite. Etc.
<b>Major Skills</b>	<p>Passionate to succeed in a challenging and growth-driven environment.</p> <ul style="list-style-type: none"> <li>· Excellent knowledge of English and preferably <b>multi-lingual</b> (know 1 or more regional languages)</li> <li>· Ability to quickly learn and grasp about new products and technologies and describe/explain about them to prospects.</li> </ul>
<b>Others</b>	

Key Performance Indicators (KPI)		
KPI Parameter	Actions	Weightage
Delivery	Work closely with the technical / presales team to meet end customer objectives	60%
Skilling	Undergo certification programs based on work requirements	20%
Initiatives	Willingness to learn / self-learning / adaptation to high pressure work environment	20%

### About Teleapps:

TeleApps ([www.teleapps.com](http://www.teleapps.com)) is a leading System Integrator in Tele Communication Domain and provides Project Delivery and System Engineering services, that helps Customers to define and deliver a consistent wow experience along the entire width of collaboration interfaces of the Business in their customer experience journey.

TeleApps products and services aim to resolve issues, monitor performance with operational and customer insights derived from OEM integration and analytics to empower businesses to grow and succeed.