APPOINTMENT SETTER JOB DESCRIPTION

Job Title: Franchise Appointment Setter (Internship)

Company Name: Pod Plug

Location: Remote

Position Type: Full-Time

Compensation:

About Pod Plug:
Pod Plug is revolutionizing the nightlife experience with our innovative smart vending machines, offering convenience items like vapes, chargers, hygiene products, and fun novelties to partygoers. We're rapidly expanding through our franchising model and need an energetic and goal-driven intern to help us scale our sales efforts.

Position Overview:
We're looking for a motivated and detail-oriented **Franchise Appointment Setter Intern** to join our growing team. This position plays a key role in the expansion of our franchise program by reaching out to leads who have responded to our cold emails or inbound queries through platforms like TikTok. You will be responsible for maintaining *fast* response times to engage with these leads, schedule franchise consultations, and move them through the sales pipeline.

Key Responsibilities:

- Call leads who have responded to Pod Plug's cold emails or inbound social media inquiries (primarily from platforms like TikTok) within a **target response time of 7 minutes or less**.
- Maintain a fast-paced, high-energy approach to contacting prospects and setting franchise discovery calls.
- Accurately record lead interactions, update CRM, and track progress.
- Engage with potential franchisees to assess their interest, answer basic questions, and introduce them to the franchise opportunity.
- Work closely with the Franchise Sales team to schedule calls and follow-ups with qualified leads.
- Meet performance targets, including the **7-minute response time** and **call volume goals**.
- Achieve franchise conversion KPIs and maintain a professional approach to selling Pod Plug's franchise opportunities.

Performance-Based Bonus:

- Earn an additional **50% bonus** on top of the base pay for maintaining an average call response time of **7 minutes or less** across your assigned leads.

Qualifications:

- **Must be an incoming sophomore, junior, or senior in college**.
- Excellent communication and interpersonal skills.
- Strong organizational skills with the ability to manage a high volume of leads.
- A passion for fast-paced work and the ability to thrive under pressure.
- Must be tech-savvy and comfortable with CRM systems (plus)
- Motivated by performance targets and able to work towards clear goals.
- Self-starter with a strong work ethic.
- Previous sales or customer service experience is a plus, but not required.

What We Offer:

- A chance to work with a dynamic, fast-growing company in the nightlife industry.
- Gain hands-on experience in sales and franchise development.
- Performance-based bonuses and recognition.
- Opportunity for growth within the company.
- Mentorship and training on sales, franchise systems, and Pod Plug products.

To Apply:
If you believe your skills and talents match our needs, please email your resume and a 1-min (max) video introduction to ethan@podplug.com.