

Business Development Intern

Who we are and what we're looking for:

Okulo Aerospace is an early stage startup based out of Bengaluru, Karnataka. Combining renewable energy and precision engineering, we are currently developing solar-electric hybrid aerial platforms that will revolutionize aerial data acquisition. We envision a world where drones can fly continuously without having to land at all and we are currently in the first step towards that realizing that vision. Founded by alumni from Purdue University (USA) and NIT-Trichy with extensive research background and with a vision to nurture great teams and develop solutions for hard problems, we are looking at joining hands with the next generation of talented individuals looking to embark on this exciting journey. You'll partner with our head of product to promote groundbreaking technology. This is an incredible opportunity to make a meaningful impact on the future of Okulo Aerospace.

Responsibilities:

- Passionate about new technologies in the aerospace industry
- Ability to carry out market research and evaluate product-market fit
- Initiate communication with potential customers and articulate the value proposition
- Engage potential customers and explain Okulo Aerospace's products and solutions including partnerships, event participation, pricing, go-to-market strategies, etc.
- Use Internet to develop sales leads, contact lists, curate customer databases, CXO lists, etc.
- Develop marketing content for use in website and social media
- Be proficient in content writing such as articles, proposals, grants, case studies, online videos, guide documents, standard operating procedures, etc.
- Gather and incorporate feedback from colleagues, customers, partners, etc.

Basic Qualifications and Experience Required:

- Experience (2 years) in customer-facing roles
- Excellent written and oral presentation skills
- Fast learner and ability to adapt quickly to fast-paced environment
- Demonstrable ability to learn, and write about, new technical topics rapidly and accurately

Note: Candidates keen to (re)start their career are encouraged to apply.

Remote and 'work from home' options will also be considered

Perks:

- Intellectual fulfilment and rapid personal/professional development.
- Fast-paced, innovative team and work environment.
- Letters of recommendation and certificate on successful completion
- Potential for conversion to full-time employment
- Financial compensation on a case-by-case basis
- Flexible work hours, professional autonomy and informal work setting with a flat hierarchy and strong meritocracy

You can also aspire to:

- Grow into managerial and leadership positions in the company
- Develop new strategies to maximize lead conversion

How to Apply:

Internships Start Dates between April 6, 2020 and May 15, 2020

Internship duration: 3-6 months

You can reach out to us at founders@okuloaerospace.com with a subject line “Application for Business Development Internship position”. Also, include your resume and contact details in the email.