🌟 Business Development Manager

Location: Remote
Type: Internship, Full-time or Part-time
Start Date: TBD
Company: [Solarity AI LLC](#) – Dallas, Texas, USA

🚀 About the Role

Solarity AI is seeking a highly driven **Business Development Manager** who excels at researching opportunities, analyzing markets, and identifying strategic growth paths. You will work across both **B2B** and **B2C** initiatives, helping us uncover competitions, accelerators, government funded programs, grants, partnerships, and high potential app ideas for rapid execution.
If you enjoy exploring industries, building connections, and generating pathways for expansion, this role is designed for you.

This is NOT a coffee-runner role.

This role offers **real execution, real responsibility, and real strategic impact** inside a very fast-moving AI company.

🧠 What You'll Work On

- Identifying **B2B opportunities**: accelerators, innovation challenges, enterprise programs, grants, and government funded initiatives

- Discovering **B2C product opportunities**: simple, high success rate mobile app ideas and market gaps

- Conducting **market research**, competitor analysis, and opportunity mapping

- Analyzing **App Store and Play Store** trends to propose viable consumer products

- Creating structured reports, opportunity briefs, and data driven recommendations

- Building lists of **potential partners, companies, and early customers**

- Reaching out to organizations, programs, and partners for initial communication

- Assisting with **grant applications, proposal writing, pitch materials**, and documentation

- Tracking deadlines, submissions, and application status across multiple programs

- Preparing basic financial projections, viability scores, and strategic assessments

- Collaborating with leadership on expansion decisions and opportunity prioritization

- Building dashboards and internal research databases for long term growth

- Finding pathways that accelerate Solarity AI's visibility, revenue, or product success

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🎯 What We're Looking For

- Understanding of business development, growth strategy, or market analysis

- Strong research skills and the ability to convert data into actionable insights

- Excellent written and verbal communication skills for outreach and reporting

- Ability to evaluate markets, financial potential, competitors, and product feasibility

- High initiative, ambition, and independence

- Comfortable working with spreadsheets and structured documents

- Curiosity about startups, AI, SaaS, and innovation ecosystems

- Self driven, disciplined, and able to manage multiple tasks

- Experience with competitions, hackathons, entrepreneurship, or early stage startups

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📚 What You Will Gain

- Real experience driving business development operations for a growing AI company

- Practical exposure to grants, accelerators, competitions, and strategic partnerships

- Direct mentorship from founders on strategy, market thinking, and execution

- In depth exposure to both **B2B enterprise opportunities** and **B2C consumer markets**

- Experience drafting proposals, writing outreach messages, and building strategic briefs

- A portfolio of BD work with clear, measurable impact

- A strong record of opportunity discovery and company growth contributions

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📌 You're Perfect For This If You…

- Love researching, analyzing, and discovering untapped opportunities

- Enjoy studying markets, industries, and emerging trends

- Understand how to evaluate ROI, feasibility, and strategic value

- Want a role where your work **directly influences company direction**

- Learn fast, adapt quickly, and take ownership of problems

- Are excited about helping Solarity AI grow across multiple verticals

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💥 We Don't Care About

❌ Fancy resumes
❌ Perfect grades
❌ Traditional business experience

We care about resourcefulness, discipline, and the drive to find opportunities.

💼 Requirements

- Currently pursuing or completed a degree in **Business, Economics, Entrepreneurship, Finance, Marketing**, or a related field

- Ability to commit **at least 20 hours per week**

📩 How to Apply

Send us:

- Your **resume (it should be written in LaTeX using [this format](#))**
- Your LinkedIn profile
- Any BD related work, research, reports, or projects
- A short note on why you want to help build the future of AI with Solarity AI

➡️ **Email:** ata.turhan@solarityai.com
➡️ **Subject:** *Business Development Manager Application – [Your Name]*