
DEPARTMENT OF TRAINING & PLACEMENT
KALINGA INSTITUTE OF INDUSTRIAL TECHNOLOGY (KIIT)
DEEMED TO BE UNIVERSITY, BHUBANESWAR (ODISHA)

No. KIIT-DU/T&P/25/138

Date: 06th Feb'2025

Kind Attenⁿ: 2026 Graduating B.Tech (All Branches) Students

This is to inform all the above students that **Hyperbots Inc** will be conducting an internship cum performance based PPO Recruitment Drive during the month of **March'2025** at KIIT Campus .

Eligible interested students are directed to **REGISTER** in the **BOTH the link** given below on or before **7th Feb'2025 by 11.59 PM** to participate for the same.

https://docs.google.com/forms/d/e/1FAIpQLSe0QNDj-IzMqs0GZ0i7di_w4y9NFiePEYGwRJI0BI3-8Nytg/viewform

&

<https://tinyurl.com/Regist-Hyperbots-2026>

Profile Offered	:	Business Development - US Market
	:	SaaS Sales - US Market
	:	Brand Marketing Intern
	:	QA Analyst
Eligibility Criteria	:	No Backlogs
Process	:	PPT
	:	Students QnA
	:	Person Interview

Internship to PPO Program:

Commencement of Internship	:	1st June, 2025
Mid-Term Review	:	31st August, 2024 (Students who are unable to meet the requirements to be sent back to campus). The assumption is for the first 3 months, students are working only with Hyperbots (in the Bangalore office) and not appearing for other processes.
Internship end date	:	31st May, 2026.
PPO selection	:	It would be a rolling process where we'll keep rolling the performance-based PPOs out during the tenure of the internship
Starting date of FTE	:	1st June, 2026

Compensation Details:

Internship Location	:	Hyperbots Office, Bangalore
Internship Stipend	:	Rs 35,000 per month
Full-time CTC	:	Rs 8.40 Lakhs Per Annum

Note:

Selected Students are expected to bring their own laptop for the internship period.

Prof. (Dr.) Prachet Bhuyan
Professor & Dean (T&P), KIIT-DU

NB:

1. The Company will be short listing from the registered students list.
2. Find below the job Description for your reference.

Job Description

Business Development - US Market

Responsibilities

- Sourcing new leads through extensive research to identify how our solution meets the need
- Interacting with Finance executives through cold-calls and emails to validate improvement opportunities and propose the right solutions.
- Account Research
- Maintaining, updating and expanding your database of prospects in the CRM
- Nurturing leads through email campaigns and LinkedIn outreach.
- Setup meetings or calls between (prospective) customers and the Account executives
- Collaborate with the sales team to develop strategies for reaching sales targets
- Stay up-to-date on market trends, competition, and industry developments

Skills & Experience Needed

- Highly Organized and Self Motivated
- Possesses excellent communication and presentation skills
- Unwavering focus on results/target
- Effective listening skills

SaaS Sales - US Market

Responsibilities

- Identify Accounts in specific US regions that may have potential business needs for automation in Finance Functions (AP , AR, EM).
- Research (secondary or primary) on Accounts by understanding their business, key stakeholders, & identify potential use cases.
- Prospect and reach out to key decision makers for need identification and engagement.
- Conduct deep dive discovery sessions, and build use cases by positioning Hyperbots' value propositions
- Navigate and steer the customer through the entire sales lifecycle by collaborating with the Product, Engineering, Support, Sales Development teams etc.
- Win customers by closing deals.

Skills & Experience Needed

- Highly Organized and Self Motivated
- Possesses excellent communication and presentation skills
- Comfortable interacting with CXO level employees in US based companies
- Unwavering focus on results/target

Brand Marketing Intern

Responsibilities

- Assist in creating engaging written and visual content for social media and brand campaigns.
- Support the development of marketing collateral, including presentations, graphics, and digital assets.
- Conduct market research and competitive analysis to provide insights.
- Create, schedule, and monitor social media posts while tracking engagement.
- Assist in planning and executing digital marketing campaigns and content calendars.
- Help draft internal and external communications, blog posts, and email marketing content.
- Support event planning, coordination, and promotional activities.
- Organize marketing materials, coordinate with vendors, and maintain documentation.
- Assist in tracking marketing project progress and analyzing campaign performance.

Skills & Experience Needed

- Strong written and verbal communication skills with attention to detail.
- Proficiency in Microsoft Office, Google Workspace, and design tools like Canva.
- Basic graphic design skills (Adobe Creative Suite preferred).
- Experience with social media management tools and content scheduling.
- Basic knowledge of SEO, digital marketing, and analytics.
- Photography or video editing skills for content creation.
- Excellent organizational and multitasking abilities.
- Basic understanding of marketing principles and brand development.

QA Analyst I

Responsibilities

- Write manual test cases and execute them for every release and product features being released.
- Make sure the product being built meets the functional requirements as per finance and accounting principles and best practices.
- Execute manual and automated test cases to verify the functionality.
- Collaborate with development teams to identify, document, and prioritize defects.
- Provide clear and concise defect reports, including steps to reproduce and other relevant details.

- Conduct regression testing to ensure that new features and bug fixes do not adversely impact existing functionality.
- Learn and contribute to the development and maintenance of automated test scripts.
- Collaborate with cross-functional teams, including developers, product managers, and other QA team members.
- Communicate effectively to share test results, status updates, and any potential roadblocks.
- Stay on top of industry trends and advancements in quality assurance methodologies and tools.
- Actively participate in training and development opportunities to enhance technical and professional skills.

Skills & Experience Needed

- Possesses excellent communication and presentation skills
- Comfortable interacting with CXO level employees in US based companies
- Unwavering focus on results/target
- Highly Organized and Self Motivated

About Hyperbots:

Hyperbots is an AI company focused on transforming finance and accounting with cutting-edge automation. Our intelligent AI Assistants help businesses eliminate repetitive tasks like processing invoices, managing expenses, handling approvals, and tracking payments.

We've built our technology with insights from CFOs across industries, ensuring it meets real-world financial needs. Our AI can scan and understand documents, match transactions accurately, and speed up processes that typically take days—reducing costs by 80% and completing tasks in just minutes instead of weeks.

With built-in flexibility and ready-to-use integrations with popular business software, Hyperbots makes AI adoption simple, helping finance teams work faster, smarter, and more efficiently.