

Company Name:	Expando World Limited
Posting Date:	2 May 2024
Category:	ITC STEM Internship Scheme
Company Overview:	<p>Founded in 2021 in Hong Kong, Expando is an award-winning startup backed by CityU's HK TECH 300 and Hong Kong Science Park and Technology. Expando is an AI-powered referral software that connects B2B SaaS companies with referral partners in APAC to build a predictable referral pipeline. Since 2021, Expando has supported 50+ B2B technology companies through a community of 65 industry experts and its global team is backed by Hong Kong Science and Technology Parks Corporation. With a team of 10 members from 6+ countries, Expando is on a journey to change the way technology companies go to market. Discover our company values on https://www.expando.world/careers</p>
Company Website:	https://www.expando.world/
Position/Title:	Position 1: Software Developer Position 2: Data Intelligence Manager Position 3: Business Success Manager
Proposed Internship Duration:	90 days
Job Description & Requirements (Position 1):	<p><u>Position 1: Software Developer</u></p> <p>Job Description Award-winning company Expando is hiring a talented student to join its team as a Software Developer and contribute to its I&T projects as part of a team of 5 team members</p> <ul style="list-style-type: none"> • Contribute to developing front-end/back-end application • Creating servers and databases for functionality (DevOps) • Ensuring responsiveness of applications • Working alongside UI/UX designers for web design features • Seeing through a project from conception to finished product • Designing and developing APIs • Meeting both technical and consumer needs • Staying abreast of developments in web applications and programming languages-Ensuring all technology practices adhere to regulatory standards <p>Job Requirements We are looking for a student software engineer with a strong interest for both technology and its applications to solving real-world use cases:</p> <ul style="list-style-type: none"> • Studying a Bachelor's degree in Computer Science or any related field • Experience in any of the following: Python, ReactJS, NextJS, NodeJS, Go, and/or Dino • Familiarity with either MySQL, SQLite, Postgres, DynamoDB, and/or Docker • Experience in side projects/open-source projects • Good verbal and written communication skills in English • Good attention to detail and excellent problem-solving skills <p>No. of Vacancies: 4</p> <p>Through this internship, you will not only grow as a professional but also as a person, you will get: - A fast-growing international team with an ambitious product vision and strong government support - A chance to work directly with the Chief Technology Officer (CTO) and experienced full-stack developers - Fun and diverse culture - Great work-life balance - Time to cool down</p>

<p>Job Description & Requirements (Position 2):</p>	<p><u>Position 2: Data Intelligence Manager</u></p> <p>Job Description Expando is seeking a Data Intelligence Manager intern to join its dynamic team. This role is pivotal in building a comprehensive database of resellers, integrators, and distributors in the APAC region. The primary focus will be on designing and implementing innovative data collection methods to gather valuable insights and information crucial for Expando's growth and expansion.</p> <p>Role and Responsibilities</p> <ul style="list-style-type: none"> • Design and implement cutting-edge data collection strategies to gather information on resellers, integrators, and distributors in APAC. • Build and maintain a large database of key industry players to support Expando's B2B SaaS partner discovery platform. • Analyze data to extract meaningful insights and trends that can drive strategic decision-making. • Collaborate with cross-functional teams to ensure seamless integration of data intelligence into Expando's operations. • Stay updated on industry trends and best practices in data collection and analysis to continuously improve processes. <p>Job Requirements</p> <ul style="list-style-type: none"> • Enrolled in a relevant field of study such as Data Science, Business Analytics, or related disciplines. • Strong analytical skills with a passion for working with data and deriving insights. • Excellent communication and collaboration abilities to work effectively in a team environment. Tech-savvy with knowledge of data collection tools and techniques. • Proactive mindset with a strong willingness to learn and adapt in a fast-paced startup environment. <p>No. of Vacancies: 1</p>
<p>Job Description & Requirements (Position 3):</p>	<p><u>Position 3: Business Success Manager</u></p> <p>Job Requirements As a Business Success Manager at Expando, the primary responsibility is to assist business users in leveraging the Expando platform for their growth. This involves collaborating closely with the Partner Success Manager and Data Intelligence Manager, utilizing networking and sales tools/software to identify relevant clients, and providing exceptional support to ensure the success of our business users.</p> <p>Role and Responsibilities</p> <ul style="list-style-type: none"> • Client Interaction: Engage directly with business users to understand their needs and assist in optimizing their utilization of the Expando platform. • Collaboration with Partner Success Manager: Work closely with the Partner Success Manager to align efforts in identifying and engaging with potential clients. • Networking and Sales: Utilize innovative tools in networking and sales to identify and connect with prospective clients who would benefit from Expando's services. • Client Success: Act as an advocate for the business users, ensuring their needs are communicated and met effectively within the Expando platform. • Feedback and Improvement: Collect feedback from business users and contribute to the continuous improvement of the Expando platform's features and services.

	<p>Job Requirements</p> <ul style="list-style-type: none"> • Strong communication and interpersonal skills • Ability to understand and convey complex technical concepts • Sales or customer success experience is a plus • Proactive and self-motivated approach to work Strong networking abilities <p>No. of Vacancies: 1</p>
Internship Period:	<p>Summer Term 2024</p> <p>Full-time placements with a duration of no less than 4 consecutive weeks (28 calendar days)</p>
How to Apply:	<p>Please read the application guidelines to ensure that you could fulfill the scheme requirements prior to applying for the intern(s).</p> <p>Interested students should submit your application directly to the employer with your CV at your earliest convenience.</p> <p>Apply: https://www.expando.world/careers Email to careers@expando.world</p> <p>Application Deadline: 06/05/2024</p>
Salary / Hourly Rate:	<p>HK\$11,190 per month, capped at three months (i.e. 90 days, maximum at HK\$33,570) in one academic year under ITC STEM Internship Scheme</p> <p>For Summer 2024 Internships, the allowance is estimated to be disbursed in December 2024.</p>
Once confirm the internship offer:	<p>Student interns who confirm the internship offer are required to*:</p> <ol style="list-style-type: none"> (1) submit declaration form which is available on SDSC's website before the commencement of internship; (2) declare as “Student Interns” or “Work Experience Students” if applicable for exemption of minimum wage requirement before the commencement of internship; (3) report to SDSC via online registration form with supporting document(s) before the commencement of internship; (4) submit the duly completed Assessment/Evaluation Form to SDSC for processing the allowance upon completion of the whole internship period or the submission deadline, whichever is earlier. <p><i>*Details will be announced in due course</i></p>