

Company : Superpro.ai
Company Name : Superpro.ai
Nature Of Business : Product Development - IT
Designation : Business Development Intern
Tentative Job Location : Remote

Superpro.ai is building an all-in-one video communication service for powering business workflows to help companies grow in the changed world. We bring the Future of Workflows to power the Future of Work.

Superpro.ai has been built with ease-of-use in mind. We serve companies of all sizes, from startups to large enterprises helping them launch their live courses, power online events, or teleconsultations for healthcare and other services. We started in the middle of lockdown in 2020 as a “virtual first” company and will continue the same way.

As part of the team, you will join a crew of 2x-3x founders, investors, experts, and geeks working to deliver the best experience possible in video communication. Our recent work of creating solutions for the new normal got us a special mention in YourStory’s Tech 30 TechSparks 2020 high potential tech start-ups in India. We are backed by amazing investors including SOSV. If you believe the new world needs a new approach to business video communication, talk to us.

What's the opportunity?

We are currently looking to hire energetic Business Development Interns. This position is an integral part of our sales engine. You will be focused on the front end of the sales cycle and will be the face of Superpro AI.

- Drive the adoption of Superpro.ai among the founders and VC community
 • Reach out to customers to gather customer feedback and share relevant information to the marketing and product team. You will be reaching out to founders and VCs across the globe
 • Competitive research of companies, products and services who are direct/indirect competitors of Superpro.ai

Description :
 • Work closely with Founders to develop strategies to expand the outreach of Superpro.ai
 • Develop collaterals for the vertical to better sell Superpro.ai to the larger market.

What Skills do I Need?

- Clear, concise, and effective written and oral communication skills.
- Empathy towards customers and understanding their needs.
- Interest, curiosity, and openness to learning new technologies.
- Good interpersonal skills and ability to collaborate with internal stakeholders as well as end customers.
- Learning mindset and the right attitude that will help you thrive and adapt in a fast-paced, performance-driven environment.
- Ability to handle rejections and stay focused and driven.
- Previous experience in entrepreneurship cell, college societies preferred.

Qualifications

- Open to all branches
- CPI > 6

Details

- This Intern will be from Work from Home only.
- 6-8 hours daily

	Program	AE	BSBE	CE	CHE	CSE	EE	ES	ME	MSE	PHY	CHM	MTH	ECO	DES	IME	HSS
Eligibility :	BT-BS	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	--	--	--
	MT	No	No	No	No	No	No	No	No	--	--	--	--	--	--	No	--
	DoubleMajor	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	--	--	--
	dual	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	--	--	--
	dualB	No	No	No	No	--	--	--	No	No	No	No	No	--	No	--	--
	dualC	--	--	--	--	--	--	--	--	--	--	--	--	--	--	No	--
	Mdes	--	--	--	--	--	--	--	--	--	--	--	--	--	Yes	--	--
	MBA	--	--	--	--	--	--	--	--	--	--	--	--	--	--	Yes	--
	Phd	No	No	No	No	No	No	No	No	No	No	No	No	No	--	--	No
	Msc	--	--	--	--	--	--	--	--	Yes	Yes	Yes	Yes	--	--	--	--

Stipend per month : 10000/- INR per month

Why should I join [Superpro.ai?](#)

- Other Facilities Offered :
- Work as part of the core team and experience the aspects of growing a business exponentially.
 - You'll have room to grow... your way!
 - Work flexible hours, and get paid for using coworking spaces and getting home-office materials.
 - Be a part of monthly afterworks and quarterly team meetups and team offsites twice a year to hills, forests, or beaches.

Bond : False

CPI CutOff : 0.0

Medical Requirments : False

Resume Shortlist : False

Aptitude Test: False

Group Discussion: False

Technical Test: True

Technical Test 30 Mins

Duration: False

Technical Interview: True

HR Interview: 20 Mins

Additional Information: