Beginner's Guide to OSINT & Google Dorking for Lead Generation (2025)
Find Internships, Contacts & Opportunities Using Free Tools

Created by: Viplav Dodeja, Aliia Rustamova, Aarogya Gyawali

What's Waiting For You:

This guide teaches students how to find internships, scholarships, research roles, and career opportunities using OSINT, Google Dorking, and free lead-generation tools.

Inside, you'll discover:

- How to find recruiters, internship coordinators, professors, scholarship managers, startup founders, and club presidents using simple OSINT techniques
- How Google Dorking reveals hidden documents, program guides, and contact lists
- How to use free tools like Google Advanced Search, LinkedIn X-Ray, Hunter.io, and university databases to build high-quality lead lists
- How to verify emails, avoid scams, and apply the "Student OSINT Funnel" — a simple system: Find → Collect → Verify → Track → Reach Out

WHAT IS OSINT?

OSINT = Open-Source Intelligence
Using public, legal, free information to find opportunities.

Students can use OSINT to find:
- internship coordinators
- research professors
- scholarship managers
- startup founders
- event organizers
- recruiters & hiring managers

OSINT Sources:
- Google search operators
- University (.edu) pages
- Public PDFs
- LinkedIn X-Ray
- GitHub
- Directories & handbooks

Why Students Should Use OSINT

Students often struggle because they don't know who to contact. They send resumes into portals, rarely hear back, and assume it's a lack of experience. In reality, the problem is access. OSINT solves this by helping you locate real decision-makers, people who manage internships, scholarships, research roles, and student programs.

With OSINT, you can find opportunities before they're widely posted, reach coordinators directly, avoid scams, and build your network with intention. This skill requires no technical background. All you need is curiosity and a bit of creativity.

Introduction to Google Dorking

Google Dorking is a powerful searching technique that helps you find information that regular searches never show. Instead of typing normal questions ("internships near me"), you use special search commands that reveal hidden pages, documents, and contact lists.
For students, Google Dorking is one of the fastest ways to find:

- recruiter emails
- internship program PDFs
- faculty contact lists
- scholarship contacts
- research assistant openings
- club leadership directories
- event organizer information

With just a few search tricks, you can uncover opportunities that most students never see.

Why This Matters for Students

It helps you find hidden contact information. Many universities and companies accidentally publish PDFs and spreadsheets that include emails, names, roles, and program manager details. Google Dorking helps you locate these documents instantly.

It shows you information LinkedIn hides. LinkedIn limits what you see unless you pay. Simple search commands can reveal recruiters and contacts without needing Premium.

It saves hours of searching. Instead of digging through 20 pages of results, one smart search can take you exactly where the hidden information lives.

It increases your chances of getting replies. You contact the correct person, not a generic inbox. Instead of emailing "info@company.com," you email the internship manager, hiring coordinator, or director of student programs directly.
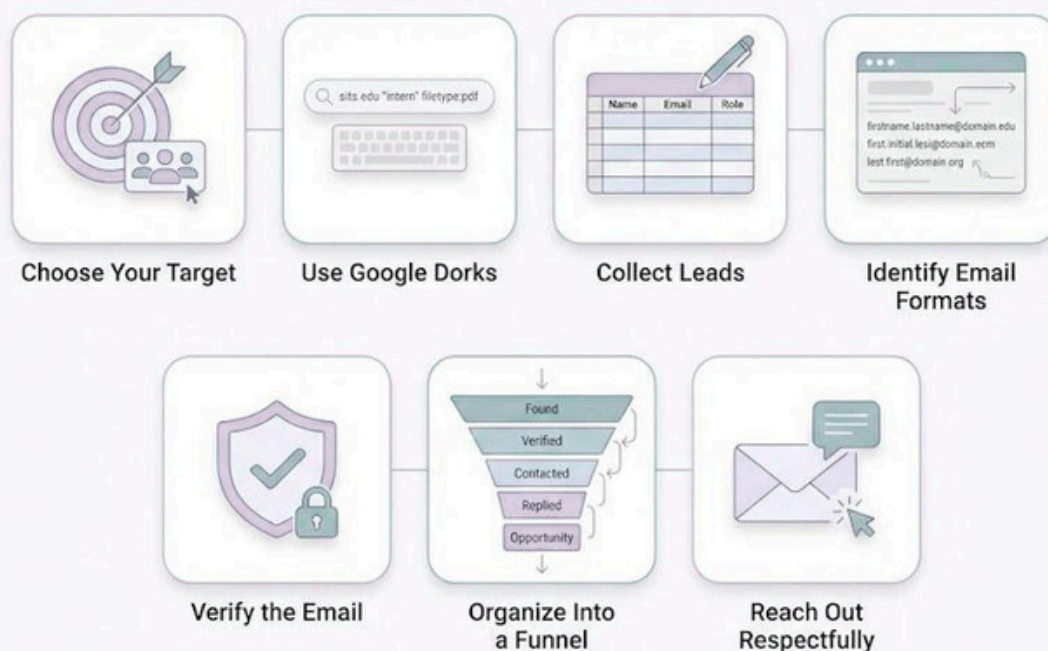
Essential Google Dorks for Students

Use these simple search commands to uncover hidden opportunities and contacts.

1. Internship coordinator emails
    a. **filetype:pdf "internship coordinator" "email"**
    b. Finds official guides with direct contacts.
2. Research assistant positions
    a. **site:edu "research assistant" "email"**
    b. Discovers professors offering RA positions.
3. Scholarship coordinators
    a. **"scholarship" "coordinator" "email"**
    b. Connects you with the person managing applications.
4. Startup founders (LinkedIn bypass)
    a. **site:linkedin.com/in "founder" "software"**
    b. Find founders without LinkedIn Premium.
5. Hidden contact directories
    a. **filetype:pdf "email" "contact" "directory"**
    b. Uncovers contact sheets in university and company documents.

The 7-Step Student OSINT Lead Generation Workflow

A simple system to find opportunities, collect contacts, and verify leads using free tools.

Choose Your Target   Use Google Dorks   Collect Leads   Identify Email Formats

Verify the Email   Organize Into a Funnel   Reach Out Respectfully

STEP 1 — Choose Your Target

- Decide who you want to find: internship recruiter, research professor, scholarship coordinator, startup founder, event organizer, or student leader.

STEP 2 — Use Google Dorks to Find Contacts

- Search for PDF contact lists, directories, faculty pages, and program documents using commands like:
- filetype:pdf "internship coordinator" "email"
- Your goal: find the email or name in a public source.

STEP 3 — Collect Leads in a Sheet

- Create a simple table with: Name, Email, Role, Source Link, Notes, Status.
- Use Google Sheets, Notion, Excel, or Airtable.

STEP 4 — Identify Email Formats

- If the email isn't listed, use site:[company.com] "email" or Hunter.io to find the pattern (like firstname.lastname@company.com), then generate the correct email.

STEP 5 — Verify the Email

- Use Hunter.io, ZeroBounce, or Email Format Checker to confirm the email exists and the domain is legitimate.

STEP 6 — Organize Into a Funnel

- Track your leads through stages: Found → Verified → Contacted → Replied → Opportunity

STEP 7 — Reach Out Respectfully

- Use a short, personalized message:

Subject: Connecting Regarding *[Program/Topic]*

Hi *[Name]*,

My name is *[Your Name]*, and I found your contact while researching *[opportunity/program/company]*. I'm currently exploring paths in *[field/major]*, and your work stood out to me.

If you have a moment, may I ask you a quick question about *[program/opportunity]*? Your insight would mean a lot as I navigate my next steps.

Thank you for your time,
[Your Name]

Free OSINT Tools Students Can Use

You don't need expensive software. Free OSINT tools are perfect for students finding internships, research roles, scholarships, and networking opportunities.

1. **Google Advanced Search**
   a. Your strongest method for discovering contacts. Find internship coordinators, faculty directories, recruiter emails, event organizers, and scholarship contacts through PDFs and public documents.
2. **Linked-In X-Ray Search**
   a. View LinkedIn profiles without Premium by searching through Google: site:linkedin.com/in "university recruiter"
   b. Perfect for finding hiring managers, HR contacts, and startup founders.
3. **Hunter.io (Free: 25 Searches/Month)**
   a. Verify emails and discover company email formats. Confirms deliverability and helps avoid bounce rates.
4. **Email Format Finder**
   a. Guess company email patterns when you know someone's name: firstname.lastname@company.com, flastname@company.com, firstname@company.com
   b. Useful when you found the name but not the email.
5. **Email Verification Tools**
   a. ZeroBounce, NeverBounce, or Verifalia (all offer free credits) check if inboxes exist, reduce bounce risk, and confirm domain legitimacy.
6. **University Databases**
   a. Most .edu websites publish staff directories, faculty lists, internship PDFs, and lab manager contacts.
   b. Try: site:edu "contact" "email" filetype:pdf
7. **GitHub**
   a. Professors, researchers, and founders often list contact info, personal websites, and professional summaries on their GitHub profiles.
   b.

Why These Tools Matter:

Together, they help you find leads, extract emails, verify contacts, confirm identities, and build your opportunity pipeline.

How to Verify Emails (Essential Lead-Generation Step)

Why Verification Matters
Verification helps you avoid scam emails, confirm people work where they claim, prevent spam flags, build quality contact lists, and dramatically improve reply rates.

This is what real lead generation means: finding AND verifying leads.

4-Step Verification (Under 60 Seconds)

STEP 1 — Check Email Format
- Companies use predictable patterns like:
    - firstname.lastname@university.edu
    - firstinitiallastname@company.com
- Use Hunter.io or Google "@berkeley.edu - email format" to confirm your email matches the pattern.

STEP 2 — Use a Free Verification Tool
- Hunter.io, NeverBounce, ZeroBounce, or MailboxLayer will instantly tell you if the email is Deliverable, Valid, Risky, or Invalid.
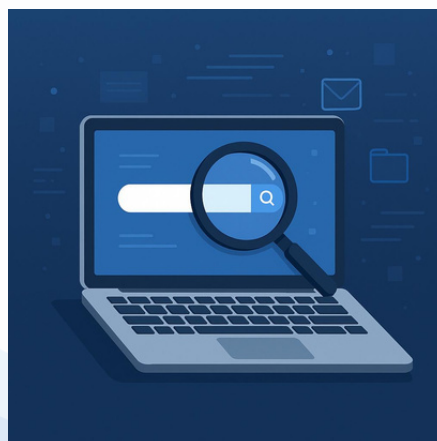
STEP 3 — Cross-Check on LinkedIn
- Search the person's name. If the name, role, and organization all match, the contact is real and safe.

STEP 4 — Check Domain Health
- **G**oogle the domain (the part after @), find the official website, and confirm the organization exists. Skip suspicious or inactive domains.

Pro Tip: Always verify before sending. Verified emails = higher reply rates + safer opportunities.

Actual OSINT Example

To show how efficient this application is in practice, I rolled a short test finding contacts for internship positions by only using public information and free tools.

AIM: Identifying internship coordinators students can contact directly.
Tools Used: Google Dorks, publicly available PDF data, LinkedIn X-Ray Search, Hunter.io verification, domain pattern lookup.

The OSINT workflow is real, but we do not publicly share actual names or emails discovered during research.

STEP 1 - Finding the Contact

Search used: filetype:pdf "internship" "coordinator" "email"
Result: Found a university internship handbook with the coordinator's name, direct email, department, and office number.
Lead Found:
John Doe — Internship Program Coordinator
Email: john.doe@university.edu

STEP 2 - Verifying the Email
Used Hunter.io (free) to confirm:
✔ Valid domain
✔ Email format matches university pattern
✔ Deliverable
✔ Active MX records
Cross-checked on LinkedIn and university directory.
Result: Email verified, 95% confidence score, low bounce rate.

STEP 3 - Documenting the Lead
Added to spreadsheet: Name, Title, Email, Verification Score, Source Link, Notes.
This becomes part of my Student OSINT Opportunity Funnel.
In under 20 minutes, I:
- Found a real internship coordinator
- Verified the email with free tools
- Confirmed identity on LinkedIn
- Documented the lead for outreach

This shows how OSINT helps students find real opportunities fast—without LinkedIn Premium, connections, or paid tools.
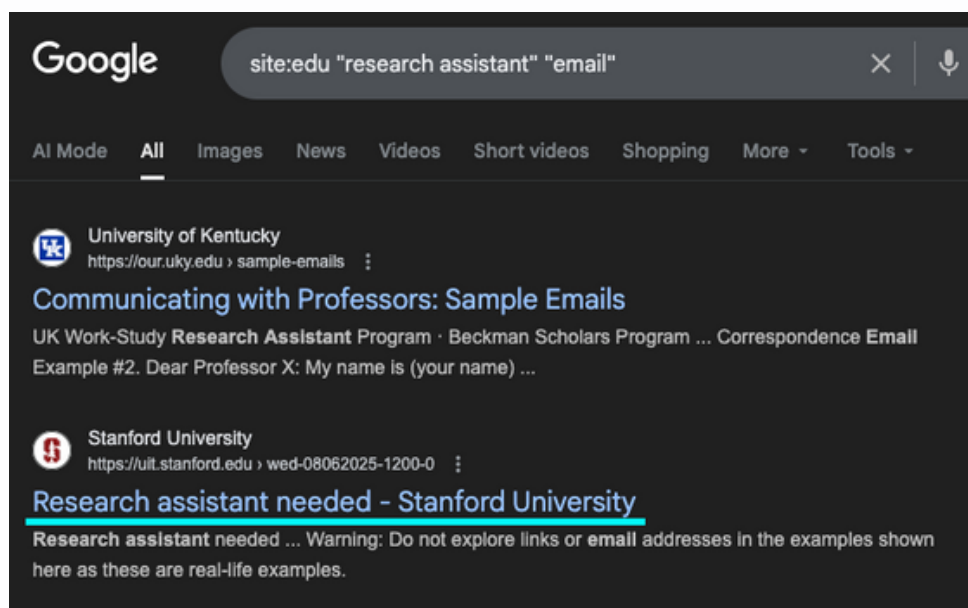
Lead Collection Documentation

Target Lead Type: Students seeking early-career opportunities: internships, scholarships, research roles, and program-related contacts.
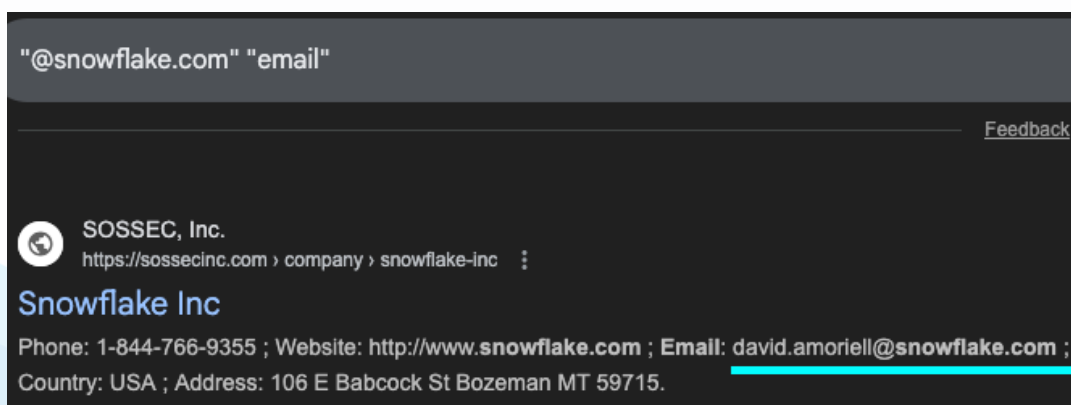
Filters Used: Google Dorks: filetype:pdf, site:edu, "coordinator," "research assistant," "career services," "student programs"
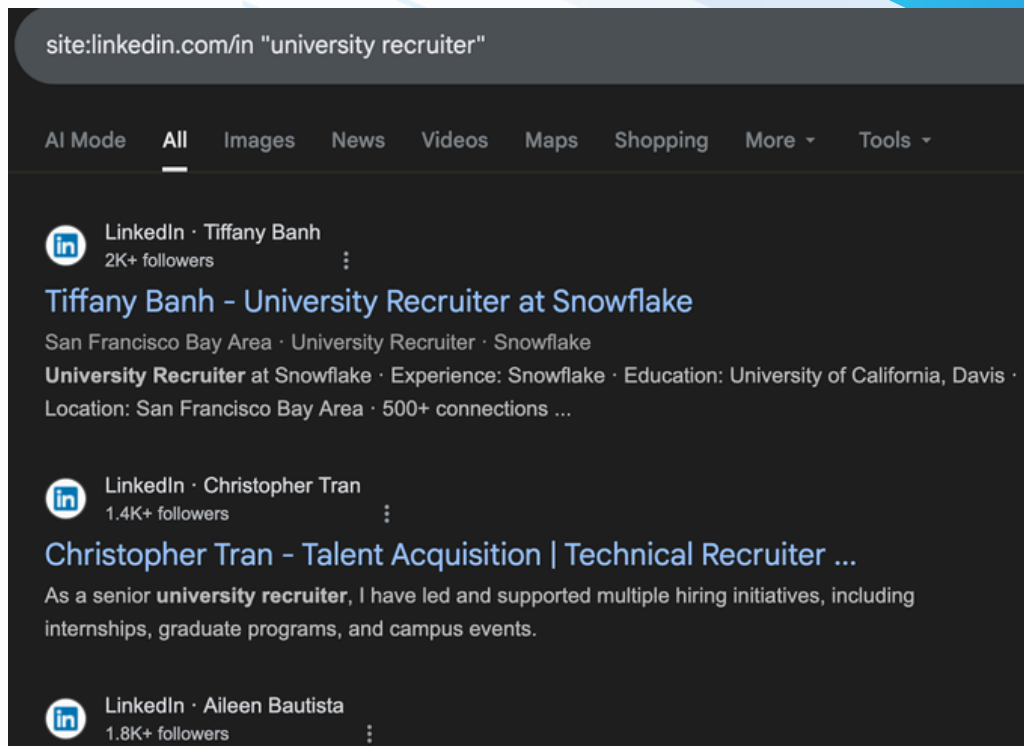
Disclaimer: For demonstration purposes, we used a real, publicly discoverable LinkedIn profile (a University Recruiter from Snowflake) as an example in this guide.
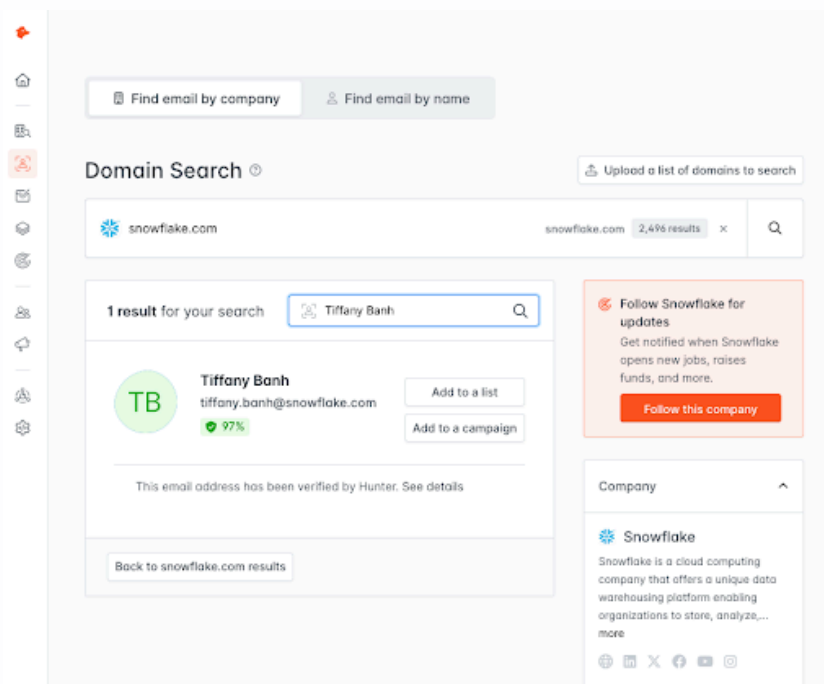

LinkedIn X-Ray: site:linkedin.com/in, "university recruiter," "student hiring"

Email format patterns: firstname.lastname@domain, flastname@domain, firstname@domain

Verification Steps: Emails were verified using Hunter.io, checked against LinkedIn profiles, matched to domain patterns, and confirmed through basic domain legitimacy checks.

Using Hunter's free tier (Valid, 97% confidence), checked MX records, and confirmed the person's identity using public LinkedIn data.

Ready to find Real Opportunities?

You have learned the foundation. Now, it's time to use them.

What's Next?

Start applying these techniques today. Run your first Google Dork search and find 3 contacts in the next 20 minutes. Build your lead tracking sheet using the template structure from this guide, verify your first email and see how simple it really is, then send your first personalized outreach message this week.

Your Next Step Is Simple

Start by bookmarking this guide because you'll reference it often. Choose one target, whether that's internship coordinators, professors, or recruiters. Run your first search using one of the 5 Google Dorks from this guide. Find 3 verified contacts and document them in a simple spreadsheet. Then send one email using the template from Step 7. That's it. You're officially doing OSINT-powered lead generation.

Why Join?

Success isn't about luck or connections, it's about knowing how to find the right people and take action.

The tools are free. The information is public. The only thing standing between you and your next internship, scholarship, or research position is starting. Ready? Open a new tab and run your first search right now.

You're one OSINT search away from your next opportunity.