

Lami Technologies - Business Development Intern

Business Development Intern

Company: Lami Technologies

Location: Remote, in a location that allows for collaboration with GMT+3 Time Zone

Internship length: 3 months

Internship start date: ASAP

Summary

[Lami](#) is a pioneer in the digital insurance space, on a mission to break the 3% insurance penetration barrier in Africa, and provide a safety net for every person in the continent. Lami provides an insurance SaaS platform and customers include insurance companies, banks, and digital platforms. Our headquarters are in Nairobi, Kenya.

We are looking for motivated and talented individuals to join our team. The goal of this internship is to fill gaps in business to business (B2B) sales and better prepare you for a future career in business development. As an intern, you will be working closely with a supervisor and other colleagues who will provide you with real hands-on projects and daily tasks. Interns will be able to apply classroom-based knowledge to projects and gain essential workplace skills needed to be career ready. Lami Technologies is dedicated to developing successful leaders, and we strive to make this internship as realistic and informative as possible.

Job Duties and Responsibilities

- Market research and sector mapping
- Research target outbound companies and inbound leads
- Outbound lead generation
- Leads management
- Outreach and organization of a qualification interview with qualified leads
- Development of sales materials and resources

Qualifications and Skills

- Research and investigative skills
- Ability to work independently and remotely, i.e. have a laptop and a quiet space
- Organizational skills and detail orientated
- Bachelor or MBA degree in management or related fields
- Fluent English with excellent verbal and written skills
- Good interpersonal skills and the ability to collaborate efficiently with a remote team
- Experience or demonstrated interest in B2B sales
- Track record in outbound B2B lead generation and sales strategies
- Inbound marketing and sales experience
- Experience using HubSpot CRM or other CRM technologies