

Sales Intern – EMEA

Description

FirstIgnite is a venture-backed startup accelerating research commercialization. Our AI-powered platform connects universities with leading corporations, startups, and investors to drive innovation partnerships. We work with institutions around the world to help bring groundbreaking technologies to market.

We're seeking a high-energy, detail-oriented Sales Intern based in Europe to join our team on an ongoing basis. In this role, you'll support our efforts to grow relationships with universities across the EMEA region and assist in building an efficient and scalable outbound sales process. You'll work closely with our leadership team to identify, engage, and support prospective university clients.

Responsibility Statement

- Research and identify prospective universities and key decision-makers in EMEA
- Assist with outbound outreach (email, LinkedIn, etc.) and follow-up communications
- Track engagement, update CRM records, and maintain accurate contact data
- Support sales call preparation and note-taking
- Contribute to the refinement of outreach strategies based on performance data

Qualifications

- Currently pursuing a Bachelor's degree (preferred fields: Business, Communications, or related)
- Excellent written and verbal communication skills (English required; other European languages a plus)
- Highly organized with strong attention to detail
- Comfortable with outreach and professional communication
- Interest in startups, B2B sales, or higher education innovation
- Experience with tools like LinkedIn, HubSpot, or Notion is a plus

Why Join Us

- Work directly with startup founders and sales leadership
- Gain meaningful sales experience in a fast-growing tech company
- Help shape the sales process of a company making real-world impact
- Build a strong foundation for a career in sales, business development, or account management

Hiring Manager

Leanna Berry

Employment Type

Full-time, Part-time, Intern

Job Location

Remote work possible

Base Salary

\$ 18 - \$ 28

Date posted

July 29, 2025

Valid through

31.08.2025