

Business Intern

You Will Be Responsible For

You will work directly with management and functional teams, taking ownership of our online presence and customer acquisition programs (e.g., telesales, “Zoom” pitches, etc.)

Skills Required

- Experience in telesales and in-person engagements
- Demonstrable experience developing and managing online and offline events, and executing content marketing (white papers, case studies, and blogging etc.);
- Become familiar with an entirely new asset class (Digital Securities Offerings) that combines technology and traditional financial products
- Conduct industry research and reach out to professionals and experts best suited to participate in each project through telephone, emails and other channels.
- You are a self-starter, organized and self-motivated with the ability to define goals and prioritize your work;
- Strong analytical and writing skills. You are comfortable with data and analytics, and you can clearly communicate your results and ideas.

Qualifications / Experience Preferred

- Bachelor’s degree in Finance/Marketing (or a similar relevant qualification)
- Some track record in sales and relationship management, or Tech-related business development
- Interest in or experience in digital investment management / FinTech industry from a business development perspective
- Keen interest in blockchain applications, especially tokenization of capital markets
- Independently demonstrated analytical and decision making skills
- International exposure either through education or experience
- Strong written and verbal communication, negotiation, and presentation skills in English
- Become familiar with an entirely new asset class that combines technology and traditional financial products
- Work independently on projects designated by the team or management.
- Review and analyse Digital Security Offerings and investment materials related to them.
- Conduct industry research and reach out to professionals and experts best suited to participate in each project through telephone, emails and other channels.
- Grow and support InvestaX marketing channels, leverage data insights and refine strategic processes.
- Provide analytical skills and advise the team, clients and collaborators to improve existing structures.
- Work on other projects associated with building InvestaX global Network.
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Preferred Qualities

- Proven experience in sales and marketing through university programs
- Demonstrable experience in developing efficient strategies and business plans for all marketing aspects of university events and initiatives
- Must be able to work independently and be decisive in team settings despite limited information or uncertain outcomes
- Ability to relate well to others, build effective relationships across functions and levels, and use tact to diffuse high-tension situations
- Passionate about entrepreneurship, FinTech, and private market investments
- Must be able to work well under pressure and meet deadlines

- Ability to identify and resolve problems and develop alternative solutions in a timely manner
- Keen interest in building and advancing the future of FinTech in Asia
- Detail-oriented and organized
- Ability to act and operate independently with minimal daily direction
- Excellent time management and organizational skills
- Solid understanding of market research and data analysis methods
- Ability to apply marketing techniques over digital (e.g. social media) and non-digital (e.g. press) channels