



Placement Opportunity

Undergraduate (BA) student: ☒

Graduate (MA) student: ☒

Reference:	Razor Labs – Business Development
Company Name:	Razor Labs
Company Type: (Startup/Mature/...)	Startup (Public company, TASE)
Location: (full address)	150 Menahem Begin st., Tel Aviv
Duration of stay: (min 2, max 6 months)	TBD

Company Description:

Razor Labs offers an unprecedented all-in-one predictive maintenance solution that eliminates unplanned downtime, boosts productivity, reduces emissions, and improves staff safety. Razor Labs is publicly traded on the Tel Aviv stock exchange and has offices in Perth, Sydney, and Tel Aviv. CB Insights named the company one of the leading mining tech companies.

<https://www.razor-labs.com>

Job Description and Tasks:

Razor Labs is seeking a motivated and proactive business development and sales intern to join our team. As a business development and sales intern, you will be working closely with our sales and marketing teams to help identify and pursue new business opportunities, build and maintain relationships with customers, and support our sales efforts.

Key Responsibilities:

- Assist in identifying and pursuing new business opportunities by conducting market research, analyzing data, and identifying potential customers and partners.

- Collaborate with the sales team to develop and implement sales strategies and tactics to achieve revenue targets.
- Build and maintain strong relationships with existing and potential customers through effective communication and follow-up.
- Assist in developing sales materials, including presentations, proposals, and contracts.
- Attend meetings with clients and prospects to assist in presenting our products and services.
- Monitor and report on the performance of sales efforts, using analytics tools to measure key metrics.
- Other tasks as assigned.

Essential Requirements:

- Currently pursuing or recently graduated with a degree in business, marketing, or a related field.
- Strong communication and interpersonal skills.
- Familiarity with sales and business development concepts and strategies.
- Ability to work independently and as part of a team.
- Excellent time management and organizational skills.
- Creative and analytical thinking.
- Strong attention to detail.
- Excellent command of English – another language – Advantage

Remuneration Details:

Due to visa regulations a salary is not allowed. We will covering lunch and transportation expenses of the interns.