

POSITION: Partnerships Support and Market Research Intern

Lea(R)n's partnerships and marketing team is looking for an intern who wants to learn about improving education while gaining hands on experience in market research and business development. The intern will gain valuable knowledge in sales and marketing strategies and tactics, using systems to find and manage market data and contacts, and day-to-day business practices in a fast-paced, evidence-based, high-growth B Corp environment. Responsibilities will include prospect, market and competitive research, data entry and maintenance in CRM, tracking and analyzing data via report generation, assisting with marketing/sales campaigns, and helping develop and document processes.

Key competencies:

- Must have excellent oral and written communication skills
- Must be highly organized and efficient, with the ability to prioritize, multitask and follow direction
- Must be able to work in a collaborative, fast-paced, deadline-oriented environment
- Must have a positive attitude and be able to problem solve and work effectively in a team or individually, based on project requirements
- Working knowledge of Google docs and Microsoft Office
- Experience/familiarity with CRM (Salesforce)
- Familiarity with online research practices and tools

Responsibilities include:

- Conducting web-based customer, prospect and market research
- Handling data entry and maintenance in CRM software
- Cross-referencing and segmenting data from multiple sources with attention to quality assurance
- Supporting partnerships, lead generation and nurturing programs
- Creating data-driven reports and summarizing findings
- Preparing and sending requested assets, documenting contact activities in CRM
- Assisting with registrations and logistics for events
- Conducting research and summarizing findings for partnership presentations

Students should be:

- Sophomores, juniors or seniors currently pursuing business, market research and/or marketing degrees, or business degrees with sales or marketing concentrations
- In good academic standing, maintaining a GPA of at least 3.0
- Interested in meaningfully contributing to a rapidly growing team
- Have their own laptop

LearnPlatform connects the largest, most diverse network of educators, administrators and organizations making edtech work for students through data-driven instructional, budget and resource decisions.



Lea(R)n is committed to equity, both in its hiring and overall mission. Technology, and specifically educational technology, should level the playing field — bridge gaps in environment, student demographics, and access to resources — not expand the divide.

ABOUT LEA(R)N

We are educators, technologists, researchers, and ninjas equipping educators and their organizations to know which products are best for their classrooms. Our research-backed, online edtech ecosystem, LearnTrials.com, combines teachers' rapid insights with multiple data sources, to improve instructional and budget decisions.

Lea(R)n is a high-growth, funded, “B” (“for benefit”) corporation; previously a Kaplan Techstars and AT&T Aspire accelerator participant, we were named the 2014 North Carolina Technology Company of the Year in Education, a 2015 SxSWedu LAUNCHedu awardee, and a Bill & Melinda Gates Foundation grantee.

HOW TO APPLY

If you are interested and believe you are the best qualified for this position, please tell us why by emailing info@learntrials.com. Please include links to your:

- Resume or LinkedIn Profile
- An example or portfolio that best gives us an idea of your capacity and style.