

BD Intern

Do you want to get in on the ground floor of an award-winning global startup that is solving a truly meaningful problem in the world?

PenguinSmart is looking for a **Business Development Intern** to help contribute to the development of our AI-assisted online rehab therapy services enabling more effective speech & language therapy.

Job Scope

- Assist CEO in developing new relationships with prospective partners & customers and growing existing ones. Organizations include schools, hospitals, online platforms
- Research potential projects, develop proposals, prepare presentations, optimize & create marketing resources as necessary
- Design business models and conduct financial analysis, create implementation project plans and assist in execution, support existing and potential customers with joint campaigns, and establish customer management processes
- Oversee meeting arrangement and planning, assist in operational needs
- Participate in marketing, partner training, and competitor research

Details

- **Time Commitment:** flexible; minimum 20 hours a week to be considered, 4 to 6 month commitment preferred.
- **Compensation:** intern will receive academic credit or a scholarship / stipend depending on experience and time commitment
- **Location:** Taipei. The candidate will be working closely with teammates distributed across the US, Taiwan, and mainland China.

Must Haves

- Current enrollment in a related Masters degree program
- Can read/write/speak Mandarin Chinese & English
- Strong at planning, self-motivated, patient, and strong sense of responsibility & ownership to achieve goals
- Excellent verbal and written communication skills with clear & logical thinking
- Adapt to the startup environment: good self-management ability, courage to challenge yourself, self-learning

Good to Have

- Previous interaction with special needs children and their families
- Previous experience with health institutions, educational institutions, parents
- Experience in representing organizations at tradeshow and conferences, particularly as an exhibitor

Education

- Graduate student studying business administration, international trade, international relations, finance, or economics

About Us





CREATE WHAT MATTERS. JOIN US!

PenguinSmart is enabling intelligent, individualized rehab therapy for all, starting with online speech and language therapy support for children. Founded by Harvard & MIT alumni, our team combines the latest data sciences with expert insights to empower caregivers to become a key part of the rehab journey. We are first remotely serving the 1 in 6 families with developmentally delayed children while developing global solutions for other conditions. Our solutions speed up rehab progress and allow therapists to oversee more patients without sacrificing quality of care. PenguinSmart is backed by Alchemist Accelerator, was named one of the Top 10 Disruptive Parenting Companies by Disruptor Daily, and was recently chosen as one of the "Top 100 Healthcare Visionaries" in the US. mypenguinmart.com (EN) | qierbao.com (CN).

If you are interested, please send your **English (Chinese as a plus) cover letter & CV/resume** to talent@mypenguinmart.com.

