MBA Intern – Sales & Marketing

Taking IICT GmbH's Hands-On Training Systems and Lab Solutions to the Indian Market

(Internship, 3–6 months | Chemperi, Kannur, Kerala, India | IICT GmbH India – International IoT Communication Technologies Pvt. Ltd.)

About Us

International IoT Communication Technologies Private Limited (IICT GmbH India) is the Indian operations company of **IICT GmbH**, Germany. IICT GmbH offers a complete training system — **one connected learning ecosystem, from training hardware to guided experimentation**, combining **physical training systems, virtual labs, and structured hands-on courses** into one practical learning pathway across **IoT, 5G/6G, and Embedded AI**. Join our dynamic team and help shape the future of connected technologies.

More details:
www.ii-ct.com
www.iict-training.com

Role & Responsibilities

As an **MBA Intern – Sales & Marketing**, you will support the **sales and marketing of IICT GmbH's products in India and globally**, working closely with the **team in Germany**. You will get hands-on experience in **B2B / B2B2C sales, lead generation, and marketing campaigns** for a growing deep-tech training company. Your tasks include:

Sales Support

- Research and identify **leads** among engineering colleges, universities, training institutes, skilling centers, and industry, and support **outreach and follow-ups**.
- Maintain **CRM records, lead trackers, and pipeline reports**, and support **proposals, quotations, and presentations**.
- Assist in **customer meetings, demos, and partner communication** alongside the sales and technical teams.

Marketing

- Plan and support **marketing campaigns** across LinkedIn, social media, email, and the website to promote IICT GmbH's training systems, labs, and courses.
- Create **marketing content**: posts, brochures, flyers, case studies, and presentation material, in coordination with the team.
- Support **events, webinars, college outreach programs, and trade fairs**, including participant and lead follow-up.

Market Research

- Carry out **market and competitor research** on the education, skilling, and deep-tech training market in India.
- Track **campaign and sales KPIs**, and share findings and recommendations with the Managing Directors.

Qualifications & Requirements

- **MBA student** (or recently completed) in Marketing, Sales, Business Administration, or a related field.
- Interest in **B2B sales, digital marketing, and business development**, ideally in the technology, EdTech, or training space.
- Strong **written and spoken English** and good communication and presentation skills.
- Working knowledge of **MS Office / Google Workspace** and design tools such as **Canva**; familiarity with **CRM tools and LinkedIn marketing** is a plus.
- Analytical, **proactive, and detail-oriented**, comfortable with a fast-moving startup environment.
- Willingness to travel locally for customer and college visits, as needed.

What We Offer

- Hands-on experience in **B2B sales and marketing** of IoT, 5G/6G, and Embedded AI training systems and lab solutions.
- Direct exposure to the **Managing Directors** and to how a deep-tech company builds its sales and brand in India.
- Internship **experience certificate**, and the possibility of a follow-on role based on performance.
- **Our India Office location:** Chemperi , a beautiful hilly village region of Kannur, Kerala, with fresh air and green surroundings — we believe the future deep-tech ecosystem should not sit only in Tier 1 and Tier 2 cities, and **we invite candidates who value a local, village work atmosphere** to help us build the company further.
- **Settling in:** we help you find suitable accommodation and integrate into the local environment.

To apply, please send your CV, market sheets and a short motivation letter to jobs@ii-ct.com

We are already looking forward to your application!