

Job Description: Sales Executive Intern

Build your sales foundation by connecting founders and teams with end-to-end product engineering.

Company	Kabani Tech (www.kabanitech.com)
Role	Sales Executive Intern (Cold Calling & Lead Conversion)
Department	Sales & Business Development
Location	Hybrid
Duration	2 Months
Start Date	01 - 11 - 2026
Eligibility	Current-year MBA students / MBA aspirants (Sales, Marketing or Business Development preferred)

ABOUT KABANI TECH

Kabani Tech is a product design and engineering company specialising in IoT, embedded systems, PCB design, MedTech and custom software. We partner with startups, MSMEs and R&D teams to take ideas from concept to prototype, pilot build and production-ready design, all under one roof. Our work sits at the intersection of hardware and software, and our team is built around speed, technical depth and ownership. Learn more at www.kabanitech.com.

ABOUT THE ROLE

Kabani Tech is looking for confident and driven MBA students and aspirants to join us as Sales Executive Interns. This internship is designed for candidates who want to build a strong foundation in B2B sales, covering prospecting, outbound communication, qualification and lead conversion.

You will engage startups, MSMEs and R&D teams who need support with IoT, embedded systems, PCB design, MedTech and custom software, and work with our sales and technical teams to move qualified leads towards meetings, proposals and projects.

ROLES & RESPONSIBILITIES

- **Lead Generation:** Identify and build prospect lists of startups, MSMEs and hardware-led companies using LinkedIn, online directories and market research.
- **Cold Calling & Outreach:** Initiate first-level communication with prospects through calls, emails and LinkedIn messages to introduce Kabani Tech's services.
- **Lead Qualification:** Understand prospect requirements, budget, timelines and decision-makers, and qualify leads before handing over to the senior sales team.
- **Meeting Scheduling:** Book discovery calls, product demos and meetings for the sales and technical teams.

- **Lead Conversion & Follow-Up:** Run structured follow-ups with warm leads, address initial queries and support the team in progressing opportunities to proposal and closure.
- **CRM & Reporting:** Maintain accurate records of leads, conversations and pipeline status in the CRM or tracker; share weekly activity and conversion reports with the reporting manager.
- **Market Research:** Study target industries, competitors and customer needs to refine messaging and identify new opportunities.
- **Proposal Support:** Assist in preparing presentations, capability decks and basic quotations for prospective clients.

ELIGIBILITY CRITERIA

- Current-year MBA students or MBA aspirants (Sales, Marketing or Business Development preferred).
- Freshers are welcome; prior internship or sales, telecalling or campaigning experience is an advantage.
- Comfortable with a target-driven, fast-paced environment and with outbound calling.

KEY SKILLS & COMPETENCIES

- Excellent English communication, verbal and written; proficiency in Hindi, Malayalam or other regional languages is an added advantage.
- Strong interpersonal and persuasion skills, with confidence in speaking to senior decision-makers.
- Resilience, persistence and the ability to handle rejection constructively.
- Good listening and questioning skills to understand client needs.
- Basic proficiency in MS Excel / Google Sheets and email etiquette.
- Organised approach to follow-ups and time management.
- Willingness to learn technical basics of IoT and product development.

GOOD TO HAVE

- Prior exposure to B2B or technology sales.
- Familiarity with CRM tools (HubSpot, Zoho, Salesforce) or LinkedIn Sales Navigator.
- Interest in technology, startups and hardware products.

WHAT YOU WILL GAIN

- Hands-on training in B2B technology sales, from prospecting to conversion.
- Exposure to the full sales cycle of a product engineering company.
- Mentorship from senior sales and business leaders, and working knowledge of CRM and sales tools.
- Performance-linked incentives for qualified meetings and conversions.
- Internship Certificate and Letter of Recommendation on successful completion.

CAREER GROWTH

High-performing interns may be considered for a full-time role as Business Development Executive or Sales Executive, based on performance, conversion results and business requirements.

HOW TO APPLY

Apply Though

<https://kabanitech.com/careers>