



Host Employer:	Farmio (Singapore)
Internship Position:	Sales and Marketing
Industry	Technology
Department:	Sales and Marketing
Duration:	Between early May to end Aug (minimum 10 weeks internship)
Internship Location:	Singapore
Job Code:	A176a
Company Website:	https://farmio.io/en/

Farmio is a technology-driven service company dedicated to revolutionizing the food industry across Asia. We empower food business suppliers and retailers by providing the tools and automation technology they need to embrace digital transformation. With operations in Singapore and Hong Kong, Farmio is at the forefront of integrating technology into the food supply chain.

Job Summary

This position provides a dynamic learning environment for individuals passionate about driving sales growth and marketing strategies. As a Sales and Marketing Intern, you will gain hands-on experience in managing customer relationships, executing promotional campaigns, and supporting sales operations. The role involves collaborating with cross-functional teams to create impactful marketing materials, analyze sales performance, and enhance customer engagement. Interns will also develop their skills in market research, data analysis, and B2B sales processes. Strong communication skills, a results-driven mindset, and an eagerness to learn in a fast-paced setting are essential for success in this role.

Related Disciplines

FB, FH

Key Duties and Responsibilities

1. Collaborate with the sales team to generate and qualify leads, prepare sales decks, and maintain customer databases. Assist in client outreach initiatives, including cold emailing or calling campaigns.
2. Assist in organizing sales and marketing events like trade shows, exhibitions, webinars, and in-store promotions. Manage logistics, vendor coordination, and post-event follow-ups to ensure success.
3. Track, analyze, and report key performance indicators (KPIs) for marketing campaigns and sales initiatives.
4. Conduct thorough market research to identify emerging trends, customer preferences, and industry benchmarks.
5. Engage with customers to understand their needs and provide tailored recommendations.
6. Develop strong relationships with new and existing customers to ensure repeat business.
7. Address customer inquiries, resolve complaints, and ensure customer satisfaction.

Essential Attributes:

1. Currently pursuing or recently completed a degree in any disciplines.
2. Fluency in both English and Chinese (Mandarin), with strong communication skills.
3. Proficiency in Microsoft Office (Word, Excel, PowerPoint).

4. Strong organizational skills and attention to detail.
5. Ability to work independently and manage multiple tasks.
6. Prior experience in sales, business development, or operations is a plus but not required.

Desirable Attributes:

1. Team Collaboration: Ability to work in a team-oriented environment and coordinate with sales, design, and product teams.
2. Excellent Communication Skills: Strong written and verbal communication to engage customers and create impactful marketing content.
3. Adaptability: Comfortable working with rapidly changing market trends and customer expectations.
4. Presentation Skills: Confidence in preparing and delivering persuasive sales decks or marketing reports to stakeholders.

Language Requirements

English (Spoken), Mandarin (Spoken), English (Written), Mandarin (Written)

Working Days and Working Hours

5 days a week, Monday to Friday, Working hours 9:30-6:30 with 1 hour lunch break

Benefits provided, if applicable

Mentorship Program, Collaborate with a diverse team across 7 countries, bringing global perspectives to every project, Happy hour time, with games mingling with team members from multiple countries, and Connect with SEA Industry Leaders. The opportunity to work in Singapore.