



Business Development Internship

Capabl is a fast-growing edtech startup helping professionals and organizations stay ahead by upskilling in AI and other future-focused domains.

Job Description:

We are looking for a proactive and curious Business Development Intern to help us build a pipeline and set up impactful conversations.

Your day-to-day will include:

- Researching and identifying potential leads (across LinkedIn, websites, events, etc.)
- Gathering contact data of decision-makers from various companies (CXOs, managers, tech leads, etc.)
- Reaching out via phone, email, or LinkedIn to gauge interest
- Doing quick qualifying calls to understand needs and book meetings
- Coordinating in-person visits and optionally accompanying our leadership team
- Updating progress in tracking sheets or CRM tools

Who Can Apply?

- A student or recent graduate excited about tech, AI, and startups
- Comfortable with phone calls, emails, and handling objections

- Confident, well-spoken in English
- Curious about how AI is transforming business

Why Join Us:

- Be part of a mission-driven startup at the forefront of AI adoption
- Learn directly from founders and real customer conversations
- Build your network with CXOs, developers, and leaders across industries

Perks:

- Work-from-home flexibility
- Certificate of completion
- Letter of recommendation on successful completion

Ready to Apply?

Fill out the form: [Click Here](#)

Location: Remote

Duration: Minimum 2 month (extendable based on performance)

Stipend: ₹10,000 Fixed + Upto ₹8,000 Incentive

Joining: Immediate

Job Type: Internship