

[Hackle] Sales Associate_Internship_Japanese Market (Recruiting integrated)

Location: Gangnam-gu, Seoul

Period: 3-6 months from the start date, with evaluation for permanent employment

Hackle is experiencing rapid growth!

How will the future of companies that rely solely on intuition differ from those that make decisions based on data? Hackle's cloud platform is a B2B SaaS company that helps numerous companies make data-driven decisions and achieve rapid growth.

Hackle provides a SaaS platform for tech companies, including A/B testing and data analysis, that is necessary for high-speed growth. More than 1,500 companies, including Kakao Style, Yanolja, Yogiyo, LG U+, and Olive Young, have chosen Hackle. If you are a company that values the customer journey and experience, and wants to grow rapidly through data, Hackle is a company to watch!

Hackle, with its data-driven decision-making, is creating continuous growth by bringing together former Coupang product managers and software engineers from Coupang, Naver, Line, and Kakao who achieved high-speed growth.

[What opportunities are there at Hackle?]

- Companies that drive the growth of products based on data, such as Kakao Style, Yanolja, Yogiyo, LG U+, and Olive Young, have chosen Hackle. Hackle is the most specialized organization in data-driven decision-making, and is also a place where customers who want to make data-driven decisions can grow together.
- After attracting initial investment, Hackle quickly gained recognition for its products from enterprise-level customers and is generating stable revenue and operating profit. Even during what is called the "winter of startups," Hackle is growing faster than anyone else and is conducting large-scale recruitment instead of downsizing.
- Hackle is rapidly growing in the B2B SaaS field and is sharing all the benefits of growth with its team members in real time. It is an opportunity to receive the highest compensation in the industry while working with the best colleagues in a rapidly growing industry.
- All members of Hackle can participate in the planning and development of the service. We actively welcome suggestions for the direction and usability of our product.

[What if you join Hackle?]

- You can use vacation freely without separate approval.
- 100% of work-related expenses are provided, including education fees and book purchase fees.
- All requested snacks are provided.

[Main Tasks]

The Sales Associate Intern at Hackle will be responsible for lead generation tasks to create a Sales Pipeline, as well as Sales Admin tasks including contract management. Through organic collaboration with the Sales Team, Product Team, and Marketing Team, you will be responsible for essential tasks to uncover potential customers, not just simple/repetitive tasks.

[Responsibilities]

- Research: Develop efficient lead generation tasks and research on potential customers and accessible markets in Japan
- Prospecting: Prospecting, webinars, conference attendance/management, and other methods for finding new Leads
- Data & Admin: Customer DB management and contract management through solutions including Hubspot.

[Qualifications]

- Graduation or expected graduation from a Top-tier university in Korea or abroad
- A person who agrees with Hackle's core principles and talent philosophy

[Preferred Qualifications]

- Experience in cloud-related work or understanding of cloud and SaaS
- Understanding of software development
- Japanese/Korean/English communication skills
- Native Japanese speaker preferred (Work permission required)

[Benefits]

- Autonomous vacation system
- Flexible working system
- Support for purchasing equipment and software, such as MacBook and monitor
- Support for work-related education expenses
- Snacks provided for all applicants
- Accommodation voucher for Ananti Resort for selected outstanding team members once per quarter
- Support for attending overseas conferences once or twice a year for selected outstanding team members (AWS re:Invent, AWS re:MARS, etc.)
- 1:1 sessions, including career counseling, with a senior who has directly succeeded in startups, including Coupang, once a week.