



# Business Development Intern (Authgear, FormX)

☰ Location	Hong Kong
☰ Mode	Internship Part Time
⌵ Status	Open
🔗 Application Link	<a href="https://go.oursky.com/apply-bdintern">https://go.oursky.com/apply-bdintern</a>
⌵ Team	Internships

We are seeking highly motivated and proactive individuals to join our team as Business Development Interns. You will support our Business Development Manager in expanding our products, [FormX.ai](#) and [Authgear.com](#), to new horizons.

This position is perfect for you if you are eager to gain valuable hands-on experience in business development and marketing. This is also an excellent opportunity if you have career aspirations in the software industry and look forward to developing practical skills to jumpstart your career (or potentially joining us full-time in the future).

As a budding member of our team, you will be part of the effort to drive outbound sales in existing / new markets such as Hong Kong, Singapore, Taiwan, Australia, Japan or North America.

Read more about the products and Oursky at  [Careers @ Oursky](#).

## Mode of Internship

This position is open to the following internship programme:

- Part-Time: at least 8 hours a week for 2 - 6 months, Physical

- ITC STEM Internship Summer 2024: Full-time internships for students during the summer break (June to August 2024)

## Responsibilities

- Conduct market research and analysis to identify growth opportunities.
- Identify, generate, and advance leads for B2B marketing / SaaS sales.
- Prospect potential customers by experimenting with various outreach channels (e.g., social media, email, phone, etc.).
- Assist in developing and implementing business development strategies and tactics.

## Who we are looking for

- Keen interest in both technology and commerce.
- Excellent communication skills.
- Excellent analytical and research skills.
- Fluent in both written and spoken English.
- Able to communicate in Cantonese.
- Result-driven, self-motivated, and able to work independently.
- Comfortable thriving in a fast-paced environment.

## What We Offer

- Opportunity to learn within a successful tech company.
- Exposure to the real-world business environment and sales scenarios.
- Flexible working hours.
- Free drinks and snacks in the office.
- Startup culture with a flat, dynamic environment.

- We also have cats in the office :)

## How to Apply

Apply at <https://go.oursky.com/apply-bdintern>



# Software Consultant (Internship)

☰ Location	Hong Kong
☰ Mode	Full Time Internship Part Time
⌵ Status	Open
🔗 Application Link	<a href="https://go.oursky.com/apply-bizintern">https://go.oursky.com/apply-bizintern</a>
⌵ Team	Internships

## What we're looking for

Software Consulting Interns are assistants to our Services Sales Team. You will learn and participate in various parts of the business process, from learning about digital products (web, mobile) to machine learning and growth hacking.

This is a perfect position for you if you love taking responsibility, love technology, being analytical and look forward to joining the software industry (or potentially joining us full-time in future).

Read more about the products and Oursky at  [Careers @ Oursky](#).

## Mode of Internship

This position is open to the following internship programme:

- CUHK Co-op Student Placement Programme: May - Dec 2024, Full-Time, Physical

- Part-Time: at least 3 full days a week for a few months, Physical (Year 4 or Final Year Students)
- 1-Year Internship: 8 - 12 months, Full-Time, Physical (Year 4 or Final Year Students)
- ITC STEM Internship Summer 2024: Full-time internships for students during the summer break (June to August 2024) (Year 4 or Final Year Students)

## Responsibilities

- Join sales meetings and prepare sales meeting notes for follow-ups and understanding of the problems & business needs.
- Prepare pitch decks, demos and scripts of pitches for different clients and business problems.
- Conduct research for the team, e.g. requirements from potential customers, presentations and demos.

## Who are we looking for

- Excellent pitching and presentation skills;
- Some coding or other technology experience is a **huge plus**;
- Self-motivated, take the responsibility seriously, have an eye for details;
- Fluent in both written and spoken English;
- Native Cantonese speaker;
- Keen interest in developing skills in the B2B Sales fields.

## What We Offer

- Opportunity to learn within a successful tech company
- Flexible working hours
- Free drinks and snacks in the office

- Startup culture with a flat, dynamic environment
- We also have cats in the office :)

## How to Apply

Apply at <https://go.oursky.com/apply-bizintern>




# Tech Startup Strategy Intern

☰ Location	Hong Kong
☰ Mode	Internship
⌵ Status	Open
🔗 Application Link	<a href="https://go.oursky.com/apply-strategyintern">https://go.oursky.com/apply-strategyintern</a>
⌵ Team	Internships

Oursky is a team of 50 geek folks and 6 cats. Geeks at heart, we enjoy getting our hands dirty and solving geeky tech problems. Most of our people are multipotentialite, and are trained to solve complex problems.

For this role, you will have the unique opportunity to work directly with our CEO and learn the inner business workings to growing Oursky's startup tech products [FormX.ai](#) and [Authgear.com](#).

It is a perfect position for you if you love taking responsibility, love technology and aspire to learn more about the forever-growing software industry (and potentially join us as full-time in future)!

Read more about the products and Oursky at  [Careers @ Oursky](#).

## Responsibilities

- Conduct thorough market research and organizational mapping to identify potential partners and clients

- Reach out to partners and prospects, initiating conversations and building relationships (mainly through LinkedIn and email)
- Collaborate with the team to brainstorm creative and compelling marketing messages and PPT slides tailored for [FormX.ai](#) and [Authgear.com](#), highlighting unique value propositions
- Perform comprehensive competitor analysis to gain insights into competitor sales strategies and market positioning, informing our own approach
- Potential opportunity to run a mini tech services business directly with the CEO (only for candidates who perform well and can commit long term)

## Who we are looking for

- Keen interest in both tech & business
- Excellent communication skills and English language skills
- Result-driven, self-motivated, and able to work independently
- Comfortable thriving in a fast-paced environment
- Minimum Commitment:
  - At least 2 months for 3 - 5 days a week during summer months
  - Potential to continue working as part-time after summer

## What We Offer

- Opportunity to learn within a successful tech company
- Flexible working hours with hourly compensation
- Free drinks and snacks in the office
- Startup culture with a flat, dynamic environment
- We also have cats in the office :)

## How to Apply



Apply at <https://go.oursky.com/apply-strategyintern>



# Digital Marketing Intern (Video Production, Tech)

☰ Location	Hong Kong
☰ Mode	Internship
⌵ Status	Open
🔗 Application Link	<a href="https://go.oursky.com/apply-videomktintern">https://go.oursky.com/apply-videomktintern</a>
⌵ Team	Marketing

Oursky is a team of 50 geek folks and 6 cats. Geeks at heart, we enjoy getting our hands dirty and solving geeky tech problems. Most of our people are multipotentialite, and are trained to solve complex problems.

For this role, you will have a unique opportunity to work directly with our CEO and learn the ideas and thought processes of senior management in a successful Hong Kong software company.

It is a perfect position for creative individuals with a keen interest in tech and want to make a direct impact in shaping Oursky's growth trajectory!

Read more about the products and Oursky at  [Careers @ Oursky](#).

## Responsibilities

- Research on the latest tech news and trends

- Develop video outline, content and scripts with guidance from the team
- Create visually engaging short-form videos using editing software
- Create, manage and grow our social media channels

## Who we are looking for

- Proficiency in video editing software with an existing portfolio to showcase.
- Strong creativity and storytelling skills, with the ability to translate complex tech ideas into engaging video content.
- Excellent communication skills and English language skills.
- Result-driven, self-motivated, and able to work independently.
- Comfortable thriving in a fast-paced environment.
- Minimum Commitment:
  - At least 2 months for 3 - 5 days a week during summer months.
  - Potential to continue working as part-time after summer.

## What We Offer

- Opportunity to use your creative skills to make a direct impact
- Flexible working hours with hourly compensation
- Free drinks and snacks in the office
- Startup culture with a flat, dynamic environment
- We also have cats in the office :)

## How to Apply

Apply at <https://go.oursky.com/apply-videomktintern>