



Kuli Kuli Sales & Marketing Fellowship

Kuli Kuli is a rapidly growing startup at the intersection of consumer-packaged goods (CPG) and social good. We are creating an international market for *Moringa Oleifera* to improve the livelihoods and health of women in the developing world. We sell healthy products made with moringa sustainably sourced from women-led farming cooperatives. Our products are carried in hundreds of grocery stores and sold online at kulikulifoods.com. Kuli Kuli's mission is to create a world where everyone has access to nutritious sources of food and malnutrition only exists in history books. We've been featured on [MSNBC](#), [NBC](#) and in [Fast Company](#) for our unique products and compelling social mission.

Kuli Kuli is looking for a Sales & Marketing Fellow with a passion for sales and social change to help us grow our company and cause. The Sales & Marketing Fellow will help Kuli Kuli develop and execute brand key growth programs in the realms of innovation, marketing analysis, and field marketing. This position presents an unprecedented learning opportunity to gain first-hand experience in sales and marketing while being able to shape the trajectory of a high-growth food startup.

All experience levels are welcome to apply!

Responsibilities

- Help us further develop compelling sale and marketing tools by utilizing marketing analysis, industry trends, and competitive audits.
- Activate the brand in-store through staff and consumer trainings, sampling events, and execute creative merchandising
- Build relationships with buyers through in-store visits, phone calls and emails
- Manage consumer research, competitive audits, and marketing viability analysis for innovation.
- Conducting store visits to execute demos, staff training, merchandising, and market research.
- Collaborate with our brand ambassadors, brokers and distributors to grow our store presence and find creative merchandising opportunities
- Educate customers and store teams through samplings at stores and events across the Bay Area
- Track and report store sales and activity on a weekly basis

Required Skills/Experience

- Willingness to travel within the Bay Area and Northern California
- A love of people and an ability to talk anyone, anywhere, about anything
- Unshakable positivity
- Analytical
- Self-starter and problem solver
- Sales and/or retail experience preferred
- Passion for sustainability, health, entrepreneurship and global development
- Proficient with Google Drive (specifically sheets and slides) and/or Excel and Powerpoint.
- A personal car is helpful for this position



Hours & Compensation

Living stipends will be provided to qualified full-time candidates with a minimum three month commitment for the summer internship (May - Aug) and a six month commitment for fall and spring. Start and end dates are flexible for those in graduate or undergraduate programs. The position is based in our dynamic office near the beautiful waterfront of Lake Merritt in Oakland, CA. Perks include unlimited snacks, a gym membership and regular team outings. Based on performance, a full-time offer is possible at the end of the internship.

Application Instructions

Email your resume and cover letter to jobs@kulikulifoods.com with your name and the position in the subject line like this, "[NAME] for Sales & Marketing Fellowship." Applications will be reviewed on a rolling basis.