



Kuli Kuli Business Development 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 and Marketing intern with a passion for sales and social change to help us grow our company and cause. You'll work closely with our Sales Team to introduce Kuli Kuli's products to new retail customers and ensure on-shelf success. 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.

Responsibilities

- Complete new item paperwork and submit to distributors as well utilizing and updating CRM system with gathered Intel.
- Build relationships with retailers through in-store visits, phone calls and emails
- Collaborate with our brand ambassadors, and distributors to grow our store presence and find creative merchandising opportunities
- Educate customers and store teams through in store trainings and events across the Bay Area
- Send samples and car stock to retail teams and broker sales teams
- Track and report store sales on a weekly basis

Required Skills/Experience

- A love of people and an ability to talk to anyone, anywhere, about anything
- Unshakable positivity
- Self-starter and problem solver
- Sales experience preferred
- Passion for sustainability, health, entrepreneurship, and global development
- A personal car is helpful for this position
- Knowledgeable of Google Drive, Docs and Excel will be helpful



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 Business Development." Applications will be reviewed on a rolling basis.