



# ZAPATA

## Business Development Intern

Zapata computing is a quantum software, services, and applications company developing quantum algorithms to solve critical industry problems. Commercializing quantum algorithms at Zapata is fast-paced, highly collaborative, and cross-disciplinary. Zapata is searching for creative, curious, and resourceful problem solvers to join our world-class team.

### Description:

Zapata Computing's business development team seeks a bright summer intern for a 3-month paid position. You will assist with the analysis, recommendation, and management of the organization's sales and lead channels as well as identifying and co-developing marketing opportunities for the organization. This is an exciting opportunity to make a meaningful, hands-on contribution by gathering and analyzing information, formulating and testing hypotheses, and developing recommendations.

You will report to the VP of Business Development and work along-side the business development team and Zapata's quantum scientists, researchers and programmers. This role will help expand our customer pipeline through projects such as:

- Supporting our Business Development team with identifying and approaching new lead channels
- Researching industries in the global market to identify, understand and anticipate future business needs for quantum software applications
- Updating and maintaining client information in Salesforce
- Perform ad-hoc analysis as needed to answer specific business questions & produce actionable insights
- Assist with the preparation of discussion materials to communicate key data, plans, project status, strategic rationale, financial metrics, recommendations, etc. to senior management

The right person:

- is sharp, organized, and motivated to join our team
- listens and communicates well; both written and verbal
- have excellent relationship building skills and a service minded approach

### Required Skills

- currently pursuing an undergraduate degree with a business related major
- at least 1 year of relevant experience
- proficient with MS Office (especially Excel, PowerPoint and Outlook)

### Desired Skills

- Strong problem solving, organizational, analytical, data analysis, and interpersonal skills
- hands-on experience with Salesforce
- collaborating well in a team environment