



# Growth Hacker Intern

 Internship (3+ months) •  Start now

 Paris / Berlin (Remote) •  Bachelor / BAC + 3

## About Us

We're Leadjet, a SaaS company on a mission to effectively support and empower sales on LinkedIn. We're based in Paris and Berlin with an international focus. We believe there's a faster way to source prospects on LinkedIn, by automating manual lead capturing and data entry into your CRM. Leadjet lets you connect your CRM to LinkedIn through a simple browser extension. It lets you create and enrich contacts, find qualified emails, and synchronize LinkedIn conversations - directly from a prospect's LinkedIn profile to your CRM in one-click. With Leadjet, salespeople gain 4x faster sourcing and time savings of up to 60 minutes per day.

As a team, we're driven by our values and our focus on big growth. We're two ambitious founders coming from France and Germany. We love and support simplicity in everything we do. We're proud to say we serve 400+ fast-growing companies like Shapr, Vendredi, Mailshake, Perfit, and HireFirst.

At the heart, we believe the best products are the most simple ones. And we believe, people do their best work when they're giving freedom to create and grow. Thinking simple and big, bringing a positive and playful attitude, as well as taking full ownership are the characteristics on which we have built Leadjet.

We're completely bootstrapped. Our company is growing fast. Come join us on this journey.

## Our Values

- Positivity over everything
- No bullshit, no egos
- We take ownership and initiative, and cooperation is the magic word
- Trial and error, always test and adapt
- Proactively seek out ways to grow
- We do not do boring tasks, variety creates balance

# Job description

In collaboration with us, your mission will be to boost lead generation, outbound automation and customer acquisition, with the objective of revenue growth. You will need to grow the user and prospect base by all possible means.

## Main missions

- Get the opportunity to show autonomy and proactivity in organizing your job and in finding the most effective way to generate sales
- Develop a deep understanding of Leadjet's target buyer and ideal customer profile, and build smart strategies and campaigns to engage this audience effectively
- Build our acquisition funnel end-to-end, with a clear strategy to track performance at each funnel stage and razor-sharp focus on conversion rates
- Plan, develop, test and deploy targeted campaigns across multiple channels to drive new customer acquisition (Google Ads, Facebook, LinkedIn, Referrals)
- Ensure continuous improvement of our various tools, workflows and sequences: you will be free to constantly test new growth levers

## Preferred experience

- Growth mindset with a test and learn approach to deliver strong results and fast insights
- A good level of English is required, French or German is a plus
- You have a bachelor's degree / BAC + 3 in business school or engineering school
- You hold yourself accountable to build your strategy, execute the plan, report on performance and share learnings
- You have a first experience in development or a strong appetite for technical subjects and automation & tracking tools
- B2B, tech or SaaS experience preferred but not essential

## Application process

1

Send your CV at  
hello@leadjet.io

2

Call to get to  
know each other

3

Interview with  
the founders