

Opensurvey Southeast Asia Go-To-Market (GTM) Intern

Role Overview	Details
Position	Southeast Asia GTM Intern
Duration	12 Months (3 months' probation period apply)
Location	Gangnam-gu, Seoul juso.io/opensurvey

Who We Are

Opensurvey, founded in Seoul in 2011, is an "AI-Powered Consumer Intelligence Platform" company, known for publishing its popular Trend Reports. We aim to democratize research, making enterprise-grade research accessible to all organizations by combining AI automation with expert guidance.

Why apply for this role?

- **Direct Impact:** Work closely with C-level leadership (CBO) and veteran GTM advisors to shape the company's international expansion.
- **Cutting-Edge Domain:** Be at the forefront of "Research AI Transformation"—the intersection of AI and consumer insights.
- **Career Growth:** Gain hands-on experience in modern B2B SaaS marketing and sales methodologies (ABM, Demand Gen) used by global industry leaders.

Job Mission

As a Southeast Asia GTM Intern, your mission is to accelerate Opensurvey's expansion into the APAC market by supporting Account-Based Marketing (ABM) execution and lead generation workflows. You will play a critical role in bridging the gap between high-level strategy and tactical execution, focusing on the CPG/FMCG, Finance, and Retail Tech sectors in Singapore and broader Southeast Asia.

Key Responsibilities

1. ABM Support & Content Distribution

- **Social Presence:** Support the management of company LinkedIn accounts by engaging with target account posts and monitoring industry trends.
- **Content Amplification:** Assist in distributing content, blog articles, and whitepapers across various digital channels to build thought leadership in the APAC region.
- **Market Research & Insights:** Conduct market research utilizing consumer data to generate actionable insights for content creation and sales materials. (Consider it mini version of [trend-report](#) for SEA)

2. GTM Support

- **Sales Meeting Follow-up:** Provide post-meeting support and coordinate timely follow-up for key sales opportunities.
- **Outbound Prospecting:** Execute and track multi-channel cold outreach campaigns, including LinkedIn InMail and cold email, to generate qualified leads.

Qualifications & Persona

Basic Qualifications

- **Language:** Business-level proficiency in English (essential for APAC communication)
- **Curiosity and a strong interest** in consumer data and trends.

- **Self-Starter:** A proactive mindset suited for a fast-paced, "startup-style" environment where independent execution is valued
- **MS Office Fluency**

Preferred Skills

- Korean language proficiency - internal communications will be done in Korean
- Familiarity with the Southeast Asian market landscape
- Strong proficiency in data manipulation and analysis.

How to Apply

- Application Deadline: Jun 12, 2026, 6:00 pm
 - Interviews and offers may be conducted on a rolling basis, and early applicants will be prioritized.
 - The contract is subject to extension beyond the initial 3 months based on performance evaluation.
- What to send: Your CV and and cover letter in English.
- Email subject line: Application for GTM Internship_[Name]
 - In your submission, please briefly specify why you are interested in the Southeast Asia GTM Intern role.
- **Mail to:** kr.song@opensurvey.io

Application Process

- Document Screening
- Pre-task (Worksheet submission)
- Interview (~2 hours)
- Offer Negotiation