

# Kay Tita Enterprise Sales Intern Position

## About Kay Tita

[Kay Tita](#) is a social impact non-profit organization that serves as a conduit providing changemakers in Haiti with a safe space and the resources they need to increase their impact, develop skills, and establish critical partnerships. The organization was founded by David Pierre-Louis in 2010 after the devastating earthquake in Port-Au-Prince, Haiti. Named after David's mother, Augusta Bienvenue, who goes by Tita, Kay Tita (pronounced: kai tea-tah) means Tita's House.

## About Konbit Cafe

"Konbit", pronounced 'KOHMB-BEET, is a virtue deeply embedded in many indigenous cultures that implies 'coming together for the public commons or communal good.' In our Haitian history, it is a traditional form of cooperative communal labor. Whereby the able-bodied folk of a locality helps each other prepare their fields. It is a time for solidarity and cooperation.

[Konbit Cafe](#), is a Haitian Specialty Coffee window service cafe nestled in the heart of the University District. We boast a well-crafted Haitian-inspired menu with coffee sourced directly from our farmer friends in the northern hills of Dondon, Haiti. Konbit Cafe is a portal/window into the community Kay Tita fosters throughout Haiti.

We hope our guests will use this transparent approach to our organization to learn about our culture and find ways to engage with us directly through celebration, action, hope, awareness, and learning. Every purchase directly supports our community.

## Sales Internship

As a Sales Intern at Kay Tita / Konbit Cafe, you will be an integral part of our dynamic social enterprise, driving our sales growth and expanding our business partnerships. This internship offers a unique opportunity to gain hands-on experience in the world of sales while contributing to the success of our Kay Tita's objective to leverage our retail and b2b sales to drive revenue that directly impacts the work and community we serve.

## Requirements:

- Strong interest in business, management, and entrepreneurship.
- Excellent organizational and multitasking skills.
- Familiarity with social media platforms and marketing concepts.
- Ability to contribute creative ideas to enhance marketing campaigns.
- Detail-oriented with a proactive attitude.
- Familiarity with google suites, CANVA, ADOBE, and other relevant tools.

We invite all prospective interns to apply by emailing a cover letter and a resume to [robyn@kaytita.com](mailto:robyn@kaytita.com). Thank you for your interest. We hope to hear from you!

## **Responsibilities:**

### Establishing Retail Sales and B2B Outreach Projects:

- Dive into the world of retail sales and B2B outreach projects for our coffee, cold brew, and catering services.
- Contribute to strategic initiatives that will drive sales growth and expand our business partnerships.

### Conducting Lead Generation and Research:

- Embark on targeted lead generation and research for B2B outreach initiatives.
- Identify potential partnerships that align with our brand and contribute to the expansion of our business network.

### Setting Goals and KPIs, Tracking Sales Trends:

- Be an integral part of shaping the direction of our sales efforts by setting clear goals and key performance indicators.
- Track sales trends to ensure that our sales strategies are not only creative but also effective in driving tangible results.

### Collaborating with Sales Team:

- Work closely with the sales team to ensure seamless alignment between marketing efforts and sales objectives, fostering a synergistic approach to business growth.

### Providing Regular Updates and Reports:

- Keep the management team informed with regular updates and detailed reports on the progress of sales initiatives, facilitating informed decision-making.

### Learning opportunities

- Gain a comprehensive understanding of the catalysts that led to the work Kay Tita fosters in Port-au-Prince, Haiti. Dive into the complexities of Haiti's history, including political instability, the impact of gaining independence from French colonizers, and the socio-cultural context.
- Engage in a variety of learning experiences, including readings, films, exploring relevant websites, and attending in-person events. These opportunities are designed to deepen your knowledge not only of our customers but also of the vibrant Haitian community that we serve locally and in Haiti, providing you with valuable insights that will enrich your role as a Sales Intern.