

Sales & Marketing Consulting Project with Loomio

Social Enterprise Greenhouse is helping to find qualified applicants for our social venture, Loomio. Please see the below for more information, or email talent@segreenhouse.org.

Mission: Loomio is open source software, built by a worker-owned cooperative social enterprise. Loomio believes that more groups practicing effective, inclusive decision-making can change organizational dynamics at a global scale. Loomio exists to make it easy for anyone, anywhere, to participate in decisions that affect their lives.

About: Loomio is a New Zealand-based, rapidly growing social enterprise start-up with offices in Providence. Loomio is a tech software company that designs open source software to make it easy for anyone, anywhere to make decisions together. Citizen activists in Brazil, Egypt, Ukraine and 110+ countries use Loomio to improve their communities and create stronger democracies – sometimes working with government and sometimes pushing for change from the outside. Businesses, governments, nonprofits, civilians and networks subscribe to Loomio to make better decisions internally and collaborate with customers and stakeholders.

Project Objective: Loomio needs a sales and marketing consultant for 2016. The deliverable is to reach out and grow new users among cooperative organizations. As a cooperative business itself, Loomio understands the needs of other cooperatives. Research done by Brown University students' BEO capstone project provided data and analysis to focus this work.

The intern will be responsible for calling cooperative leads based on targeted list to introduce Loomio and gain new users, updating mailing list for cooperatives, preparing collateral (and presentations) for conference events and using social media to increase Loomio's visibility. This is a 1-month project that could lead to further work.

Qualifications:

- Self-starter; accountable for follow through
- Sales and marketing experience
- Exceptional communicator on phone, in writing and social media
- Passionate about Loomio

Learning Objectives:

- How a successful social enterprise is run and structured
- Principles of effective leadership
- Principles of social enterprise

Email talent@segreenhouse.org with your résumé and cover letter as PDFs to get started in the matchmaking process for this position. Include in the email how you found out about the opening. We will reach out to you with next steps.

