



LAUNCHCLOUD LABS

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Position Description: Enterprise Sales Intern – LaunchCore Suite

Project: LaunchCore Command | Enterprise Stack

Company: LaunchCloud Labs (LCL)

Compensation: **20% Uncapped Commission per Contract**

Role Type: Performance-Based Practicum / B2B SaaS Sales

I. Corporate Overview & Mission

LaunchCloud Labs (LCL) is a vertically integrated R&D laboratory specializing in the "Cloud to Chip" lifecycle. We build sovereign enterprise software and financial infrastructure. Our **LaunchCore Suite** is a high-performance command-and-control stack designed for autonomous systems, secure data orchestration, and enterprise resource management.

II. Role Objective & Learning Outcomes

The Enterprise Sales Intern will drive the market adoption of the LaunchCore software suite. This role is designed for students seeking to master **B2B Enterprise Sales**, **SaaS Licensing Models**, and **Strategic Business Development**.

Primary Learning Outcomes: The intern will develop applied expertise in identifying B2B market gaps, navigating enterprise procurement cycles, and executing complex contract negotiations.

III. Core Responsibilities

- **SaaS Market Expansion:** Prospect and qualify leads for the LaunchCore Command suite across various industries, including logistics, finance, and autonomous technology.

- **Value-Based Selling:** Articulate the benefits of sovereign, self-hosted software solutions over traditional third-party SaaS dependencies.
- **Lead Generation & Qualification:** Utilize modern digital tools to build a robust sales pipeline. Qualify prospects based on technical requirements and budget alignment.
- **Performance-Driven Compensation:** This role offers an aggressive **20% uncapped commission** on all successful contract closures. This structure rewards top-tier performance with direct financial impact.
- **Pipeline Management:** Document all outreach and negotiation phases in the internal CRM. Provide weekly sales velocity updates to leadership.

IV. Candidate Profile & Requirements

- **Academic Standing:** Currently enrolled in a Business, Marketing, or Computer Science program.
- **Strategic Thinking:** Ability to understand enterprise-scale problems and propose integrated software solutions.
- **Resilience:** A high-performance mindset with the ability to navigate long sales cycles and "close" complex deals.
- **In-House Philosophy:** Alignment with LCL's mission to build sovereign, self-hosted technology stacks.

V. Academic Supervision & Deliverables

LCL will coordinate with university faculty to ensure this performance-based role satisfies all academic practicum requirements. We provide cryptographically stamped activity logs and comprehensive final evaluations.