



# Business Development Intern

Summer 2026 · Full-time · 2 Months · On-site at QSTP

## About Vora

Vora is a Qatar-built hardware + software startup that turns any existing air conditioner into an optimized, Gulf-tuned cooling system without replacing the unit. Our AI-powered device sits in the room, learns the AC's remote, and continuously manages it to reduce energy waste by ~30% while keeping comfort steady. We also detect early signs of AC issues before they turn into breakdowns and leaks. Vora is incubated by QSTP and has been recognized by Qatar's Minister of Environment and Climate Change

## The Role

We're looking for a Business Development Intern to help Vora build its commercial pipeline across Qatar and, where relevant, the wider GCC. You will work directly with the founders on customer outreach, discovery calls, pipeline management, and early partnership development.

This is a hands-on role with real ownership. You will help identify qualified prospects, reach out through email and LinkedIn, research companies before meetings, support discovery calls, and move strong opportunities toward signed Letters of Intent. You will also help map potential B2G and partnership opportunities in Qatar by researching programs, contacts, and strategic fit.

As the internship progresses, you will take on more responsibility. By the middle of the program, you should be able to run some discovery meetings independently, manage follow-ups, and represent Vora professionally in customer and partner conversations. If you are proactive, organized, and good with people, this role will give you direct exposure to how an early-stage startup builds traction.

## What You'd Be Working On

- Building and maintaining a structured CRM pipeline of qualified B2B leads across landlords, property managers, and SMEs
- Researching and verifying prospects, including decision-maker contacts, business fit, and relevant operational details
- Running outbound outreach through email, LinkedIn, and warm introductions to convert leads into discovery meetings
- Preparing for meetings by researching each company, developing talking points, and drafting follow-up emails
- Supporting the pipeline from first contact to signed Letters of Intent with businesses interested in piloting Vora



- Mapping the Qatar B2G and partnership landscape, including programs, named contacts, fit analysis, and recommended approaches
- Helping create outreach templates, organize contact notes, and document objections, insights, and handover material for future team members

## What We're Looking For

- Strong communication skills, with the ability to speak professionally and naturally with business contacts
- Comfortable with outreach and follow-up, whether through cold emails, LinkedIn messages, or warm introductions
- Organized and detail-oriented, with the discipline to keep a CRM clean, updated, and useful
- Strong research skills, especially when preparing for meetings or evaluating prospects and partnership opportunities
- Able to build trust and relationships over time, not just send messages in volume
- Confident enough to join meetings early on and eventually handle some conversations independently
- Good judgment and initiative, with the ability to figure out the next step and keep momentum moving
- Willingness to learn quickly in a startup environment where the work is varied and fast-paced

## Bonus Points

- Familiarity with the Qatar business landscape, especially real estate, property management, facility management, sustainability, or SME sales
- Experience using a CRM or managing structured lead-tracking systems such as Notion, HubSpot, or similar tools
- Experience with outreach, sales, partnerships, community building, or customer-facing work
- Ability to write sharp outreach messages and thoughtful follow-up emails that sound human and professional
- Interest in startups, energy, climate, proptech, or commercial growth
- Strong presentation and documentation skills, including preparing clean meeting notes, pipeline updates, and simple pitch materials
- Confidence, maturity, and professionalism beyond your experience level
- Arabic language ability or regional business fluency would be valuable in certain conversations

## Details

- Duration: 2 months, full-time
- Dates: June 1 – July 30, 2026
- Location: On-site at our QSTP office, Qatar
- For any queries, email [anas@vora.qa](mailto:anas@vora.qa) or [mazen@vora.qa](mailto:mazen@vora.qa)