

Efactory

Efactory Entrepreneurship Intern Pilot Program - This dynamic program connects MSU students with innovative entrepreneurs, offering hands-on experience and a front-row seat to real-world business challenges.

With support from the Missouri Building Entrepreneurial Capacity initiative, we're empowering students to pursue their ambitions — and bringing fresh energy and insight to local companies in the process. By partnering talented students with efactory member businesses, we're building meaningful connections that benefit both students and the wider community.

Ready to level up your career? 🎮 The efactory's Entrepreneurship Intern Pilot Program is your secret weapon!

Work alongside seasoned entrepreneurs, learn the ropes of the startup world, and build your dream career. As an intern, you'll:

- Level up your skills: Master the art of business, from marketing to finance.
- Network like a pro: Connect with industry leaders and potential mentors.
- Dive into real-world projects: Contribute to innovative projects that make a difference.
- Unlock your entrepreneurial potential: Gain invaluable insights and experience.

Don't miss this golden opportunity! **Apply by Oct. 17** and start your entrepreneurial journey.

<https://efactory.missouristate.edu/entrepreneurship-intern/>

Lead Labs - Lead Labs is a student-powered initiative from Codefi and efactory designed to support high-growth tech startups across Southern Missouri with one of their biggest challenges: **finding and converting their earliest customers**. Funded by the Missouri Technology Corporation's **MOBEC** grant program, this internship provides students with practical, real-world experience in **sales, marketing, and customer acquisition**, while contributing to the success of regional startups.

This is not your typical internship. Lead Labs interns are embedded in real sales pipelines, using professional tools and guided by experienced startup mentors. You'll learn how to research, engage, and nurture customer leads — a high-demand skill set that translates into almost any career path.

As a Lead Labs intern, you'll be part of a dynamic, structured program that balances training and execution. Your responsibilities will include:

- Assist with Developing Standard Operating Procedures (SOP's) for key Marketing Channel Activities – Examples include:
 - SOP's for Social posts and Blogs
 - SOP's for Email drip campaigns
 - Other
- Assist with Executing and Tracking Key Results (KR) for Marketing Channel Activities, like:
 - Social posts
 - Email drip campaigns
 - Other
- Lead Generation & Research: Use prospecting tools and platforms (e.g. CRM, OpenAI) to build and refine lead lists based on target customer profiles.

- Outbound Engagement: Execute outreach campaigns across email, phone, and social platforms to identify and qualify potential customers.
- CRM & Funnel Support: Support sales operations by logging activities in CRM tools, updating customer funnels, and tracking KPIs.
- Startup Collaboration: Work directly with startup founders to understand their go-to-market strategies and provide lead generation support tailored to their needs. Includes assisting founders with idea validation interviews

Don't miss this golden opportunity! **Apply by Oct. 17** [here!](#)