

Growth & Partnerships Intern

Department: Growth & Partnerships

Engagement: Internship

Location: Nairobi, Kenya.

Duration: 6 months – Confirmation subject to performance

Monthly Stipend: Ksh.15,000 – 20,000 plus Performance based bonuses

About Click Tenders Africa

Click Tenders Africa (CTA) is a construction technology company providing a centralized marketplace where contractors, consultants and other construction professionals can discover verified construction tenders and access resources that support the tendering and bidding process. CTA's long-term vision is to become a leading construction procurement ecosystem in Africa, connecting construction opportunities with contractors, suppliers, financial institutions and other industry stakeholders.

We seek to recruit a Growth & Partnerships Intern to support our marketing and customer growth activities, with a particular focus on social media management, lead generation and customer engagement.

Key Responsibilities

- Identify potential CTA users among contractors, consultants, developers and construction professionals.
- Build and maintain prospect databases.
- Conduct direct outreach to potential customers.
- Contact prospective users through telephone, WhatsApp, email and other appropriate channels.
- Maintain a record of sales leads and conversion activities.
- Explain CTA's subscription plans to prospective customers.
- Demonstrate the CTA platform.
- Respond to subscription enquiries.
- Follow up on abandoned registrations and trial users.
- Record sales objections and customer feedback.
- Maintain a daily sales pipeline.
- Working alongside CTA's management and marketing partners, the intern will assist with social media management.
- The intern will assist CTA in reaching construction professionals and contractors physically.
- Assist in identifying potential partnerships
- The intern will help maintain relationships with CTA users

What We Are Looking For

- Diploma or Bachelor's degree in Sales & Marketing, Business Administration, Communications, Public Relations or a related field.
- Genuine interest in digital marketing, social media and sales.
- Good written and verbal communication skills.
- Comfortable working with social media platforms and digital content.
- Creative mindset with an ability to develop relevant and engaging content.
- Basic knowledge of Canva or similar design tools is an advantage.
- Good organizational skills and attention to detail.

- Proactive, confident and willing to learn.

Why Join Click Tenders Africa

- Build your career in a fast- growing construction technology company.
- Gain hands-on experience in sales,marketing & business development.
- Be part of a mission to transform construction procurement in Africa.
- Mentorship and opportunities to develop professional and commercial skills.
- Be a part of a supportive and collaborative working environment.
- Internship stipend plus performance-based bonuses.

How to Apply

Interested candidates should submit their applications through **Click Tenders Africa ‘careers’** on or before **10th September 2026**.