MISUMI KAIZEN | MIRAI VENTURES

VENTURE BUILDING • TECHNOLOGY ADVISORY • DIGITAL TRANSFORMATION

Market Development & Venture Support Intern — Indonesia & Malaysia

Build market insight. Grow the ASEAN partner network.

At Misumi Kaizen | MIRAI Ventures, we connect ambition with execution. Join our innovation space at SUTD and help map, open and service two of ASEAN's most important markets — Indonesia and Malaysia — working alongside the polytechnics and partners we build with.

Position	Market Development & Venture Support Intern - Indonesia & Malaysia
Positions Available	2 (one intern per market: Indonesia / Malaysia)
Term	6 or 12 months (part-time during term, full-time during vacation windows)
Location	Based at Misumi Kaizen | MIRAI Innovation Space, SUTD Innovation Hub (Library Level 2), 8 Somapah Road, Singapore 487372 — with scheduled study visits and learning journeys to Batam (Indonesia) and Johor Bahru (Malaysia)
Reports To	Chief Operating Officer, ASEAN
Preferred Profile	Polytechnic or university students; regional language capability per market mandate
Allowance	Monthly internship allowance provided in accordance with ASEAN tertiary rates

The Opportunity

Take ownership of a market, not a task list. As our Market Development & Venture Support Intern, you will be MKMV's eyes, ears and hands for your assigned market - Indonesia or Malaysia - researching the landscape, supporting the partner and polytechnic network, and turning what you learn in the field into decision-ready material for leadership.

You will be based at our SUTD Innovation Hub space in Singapore, with scheduled study visits and learning journeys to the polytechnics and partner institutions we work with in Batam (Indonesia) and Johor Bahru (Malaysia). You will help run those exchanges — preparing visit programmes, supporting joint student activities, and documenting what both sides learn.

This is a hands-on role for someone who combines curiosity about ASEAN markets with structure and follow-through. You will not simply produce reports: you will visit, listen, connect people and close actions.

What You Will Drive

- Market research and insight. Map your assigned market - sectors, competitors, pricing, channels, regulation and demand signals; identify commercial risks and opportunities; and develop practical recommendations and mini business cases.
- Polytechnic and partner collaboration. Support MKMV's working relationships with partner polytechnics in Batam and Johor Bahru - coordinating visit schedules, joint activities, mentor sessions and student exchanges between both sides.
- Study visits and learning journeys. Prepare, accompany and document learning journeys: pre-visit briefs, on-ground logistics, meeting notes, photo records and post-visit action trackers.
- Venture and programme support. Maintain market scorecards and trackers covering demand signals, partner pipeline, visit outcomes and next actions. Highlight where management attention is required.
- Partner and vendor groundwork. Gather first-pass information on prospective partners and vendors in your market - capability, capacity, credibility - and escalate material issues early with a clear view.
- Commercial support. Support go-to-market preparation for your market: draft proposals, partnership one-pagers, pricing notes and concise decision papers setting out the rationale, risks and recommended next step.
- Documentation discipline. Maintain visit packs, decision logs, contact databases and action trackers so that agreed owners, deadlines and outcomes remain visible across Singapore, Batam and Johor Bahru.

The Two Market Mandates

Indonesia mandate (1 position):

- Focus: Batam and the wider Indonesia market - polytechnic collaboration in Batam, Indonesia market mapping, and support for MKMV's Indonesia-facing venture activities.
- Working proficiency in Bahasa Indonesia is a strong advantage; familiarity with Indonesian business culture preferred.

Malaysia mandate (1 position):

- Focus: Johor Bahru and the wider Malaysia market - polytechnic collaboration in JB, Malaysia market mapping, and support for MKMV's Malaysia-facing venture activities.
- Working proficiency in Bahasa Melayu is a strong advantage; familiarity with Malaysian business culture preferred.

Both interns work as a pair: shared tools, shared documentation standards, and cross-cover when one is travelling.

What You Bring

- Currently studying (or recently graduated) at a polytechnic or university - business, marketing, international studies, engineering or a related field.
- Strong interest in ASEAN markets and how ventures are built across borders.
- Structured research and writing skills: you can move from raw information to a clear, defensible recommendation.

- Comfort with Microsoft 365 (Excel, PowerPoint, Word) and willingness to learn CRM and documentation tools.
- Confident communicator who can work with students, lecturers, partners and vendors across cultures.
- Self-driven and organised; willing to travel on scheduled day trips or short overnight visits to Batam and Johor Bahru.
- High proficiency in written and spoken English. Bahasa Indonesia (Indonesia mandate) or Bahasa Melayu (Malaysia mandate) is a strong advantage.

What Success Looks Like in Your First 6 Months

- A working market map for your assigned market - landscape, key players, price points and entry options - that leadership actually uses.
- Two or more well-run study visits or learning journeys with partner polytechnics, each closed out with notes, photos and an action tracker.
- A live partner and contact database for your market, kept accurate and current.
- At least one decision paper from your market that leads to an explicit go, no-go or defer decision - not prolonged ambiguity.

Why Build With Us

You will work close to leadership on ventures spanning artificial intelligence, cloud solutions, robotics, advanced automotive systems, smart logistics and supply chain enablement — with direct exposure to venture creation and regional partner ecosystems across Singapore, Indonesia and Malaysia. You will travel, sit in real partner meetings, and see your analysis turn into decisions. On successful completion: a recommendation letter or LinkedIn recommendation, and a portfolio of market work with your name on it.

How to Apply

Send your CV and a short note - in English, and a paragraph in Bahasa Indonesia or Bahasa Melayu for the respective mandate - telling us why your market matters, to m@misumikaizen.com, subject: “Market Development Intern (Indonesia) - [Your Name]” or “Market Development Intern (Malaysia) - [Your Name]”. Indicate your availability (6 or 12 months) and earliest start date. We regret that only shortlisted candidates will be notified.
