



Strategic Operations Analyst Intern, Go-to-Market (GTM)

About the Team

Angible's mission is to transform retail operations by bringing AI into live store environments — automating checkout, reducing loss, and driving profitability at scale.

Our Go-to-Market (GTM) team is responsible for identifying, acquiring, and enabling customers to maximize the ROI of adopting Angible's AI solutions. The team spans Growth, AI Success, Marketing, and Strategic Operations, and works directly with the CEO to scale our global business.

About the Role

As part of the Go-to-Market (GTM) team, you will contribute directly to strategic decision-making, operational execution, and growth initiatives that shape how Angible enters and scales across markets.

This role offers the opportunity to apply structured thinking to real business challenges, generate data-driven insights, and support initiatives with measurable impact. You will work closely with the CEO and Growth Leads to tackle meaningful business problems, contribute to core growth initiatives, and help develop decision frameworks that inform company strategy.

Based in Taipei (R&D HQ) with a hybrid work arrangement (on-site and remote). We are seeking candidates who can commit to 2–3 days per week for a minimum of six months, starting immediately. This is a paid internship.

Primary Workstreams

Growth & GTM Strategy (85%): Support data-driven growth initiatives and strategic decision-making.

You will:

- Conduct market, customer, and competitive research to support GTM strategy
- Analyze customer data, pilot results, and rollout performance to surface insights
- Support GTM strategy decks, business cases, and internal reviews
- Help build target account lists, segmentation logic, and expansion hypotheses

- Translate complex analyses into clear, executive-ready slides

Ad Hoc Project Support (15%): Support high-priority, cross-team initiatives that drive business impact.

You may:

- Support cross-functional projects involving Product, AI, or Operations
- Assist with ad-hoc analyses and leadership requests
- Gain exposure to how priorities are evaluated and executed in a scaling organization

Your Growth

This internship is designed to accelerate your development through hands-on experience and close collaboration with experienced operators.

You will gain:

- Structured problem-solving and analytical thinking skills
- Experience supporting GTM and growth strategy in a scaling AI company
- The ability to translate complex data into clear, executive-level narratives
- Exposure to cross-functional collaboration across Growth, Product, AI, and Operations
- Insight into leadership decision-making and real-world AI deployment

You May Thrive in This Role If You

- Are a student or recent graduate in business, economics, or related fields
- Are analytical, structured, and detail-oriented
- Enjoy turning ambiguous problems into clear insights
- Communicate effectively in English and Mandarin
- Are proficient in PowerPoint/Slides and Excel/Spreadsheets

Nice to Have

- Strong interest in using AI to improve work productivity
- Experience with advanced presentation tools (e.g., Think-Cell)
- Leadership or initiative experience in extracurricular or professional communities (e.g., consulting clubs, BizPros, AIESEC, CTPS, SCAP, Entrepreneurship Programs)

Why You Should Join Angible

1. **Work on AI that operates in the real world:** You will contribute to AI deployments in live retail environments, where performance directly impacts operations and profitability.
2. **Global exposure from day one:** We serve customers across multiple markets and are expanding rapidly. You'll work with international teams and customers.
3. **High-growth, high-ownership environment:** You'll work alongside leaders who have built businesses at global technology companies and successful startups. As a lean team, your impact will be visible and meaningful.
4. **Build rare career capital:** You'll gain experience at the intersection of AI, strategy, operations, and customer impact — a combination highly valued in the emerging AI era.

About Angible

Angible builds AI systems that operate inside live retail stores — powering loss prevention, self-checkout optimization, and frontline decision-making. Our solutions run in complex, real-world environments and are deployed with leading retailers globally. Backed by Flytech Technology, Angible sits at the intersection of AI, edge computing, and retail operations.

Our team includes operators and builders from leading companies such as Appier, Yahoo, Google, Mastercard, Gogoro, Garmin, PwC Consulting, APT (Applied Predictive Technologies), CTBC, FarEasTone, and Shopee, with strong academic backgrounds from top institutions including Harvard University, National Taiwan University, National Tsing Hua University, National Yang Ming Chiao Tung University, National Cheng Kung University, and National Cheng Chi University.

If you're excited to make real impact with us, please send your CV to angelhsu@angible.com



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About the Role

As part of the GTM Strategic Operations team, you will help turn strategy into measurable customer and business outcomes. You will operate at the intersection of AI deployment, customer adoption, and growth operations, ensuring our solutions deliver impact and scale efficiently.

This is a high-ownership role for someone who combines structured thinking with hands-on execution and thrives in fast-moving environments.

Based in Taipei (R&D HQ). Travel will be required.

Primary Workstreams

AI Success & Deployment (70%): Help enterprise customers turn Angible's AI into measurable business value and accelerate adoption at scale.

Examples of work include (but are not limited to):

- Lead customer onboarding and deployment coordination
- Facilitate kick-off meetings with customer steering committees
- Monitor AI performance, usage, and adoption health
- Identify risks and drive interventions to ensure successful rollouts
- Support expansion of deployments across stores and regions

Growth & GTM Strategy (20%): Act as a trusted partner to the CEO and Growth Leads, supporting data-driven decision-making and strategic initiatives.

Examples of work include (but are not limited to):

- Analyze markets and competitive landscapes
- Develop target prospect lists and support sales engagement
- Provide insights that inform market entry and expansion strategies

Cross-Functional & Special Projects (10%): Operate as a versatile contributor on high-priority initiatives that support company growth and operational scale.

You will collaborate closely across GTM (Growth, AI Success, Marketing) and with Product and Engineering. This role requires rolling up your sleeves, navigating ambiguity, and driving initiatives from problem definition to execution.

You May Thrive in This Role If You

- Have 2–3 years of experience in business operations, strategy, growth, deployment, or business analysis roles
- Have demonstrated the ability to drive initiatives end-to-end in fast-paced environments
- Are analytical, structured, and detail-oriented
- Can manage multiple workstreams simultaneously
- Communicate effectively in English and Mandarin
- Are proficient in PowerPoint/Slides and Excel/Spreadsheets

Nice to Have

- Experience in AI, technology, SaaS, or solution deployment
- Strong interest in using AI to improve work productivity
- Experience with advanced presentation tools (e.g., Think-Cell)
- Leadership or initiative experience in extracurricular or professional communities (e.g., consulting clubs, BizPros, AIESEC, Jumpstart Global, CTPS, SCAP, Entrepreneurship Programs)

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5. **Stock options participation:** We believe in true ownership. Team members are eligible to participate in the company's ESOP

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