JOB DESCRIPTION:

BUSINESS DEVELOPMENT INTERN (BDM/BDES)

POSITION OVERVIEW:

We are looking for dynamic and motivated Business Development Manager/Executive Interns who are eager to gain real-world experience in sales strategy, client communication, data analysis, and market research. This internship is a great opportunity to understand core business functions while contributing to the growth of a rapidly evolving organization.

PLACEMENT OPPORTUNITIES:

The candidates / top performers will be eligible for the permanent job with secured career opportunity. Minimum internship need to permanent joining will be 3 months. The **final salary package** after internship will be **best in industry**, finalized on the basis of the performance evaluation.

KEY RESPONSIBILITIES:

1. Connect with potential clients through calls and follow-up conversations.
2. Conduct presentations and meetings with clients over Google Meet.
3. Clearly explain business proposals and models to clients.
4. Educate clients about business opportunities and address perceived risks.
5. Maintain records of client interactions and activities using CRM tools and Excel sheets.
6. Understand client requirements and tailor proposals to meet their specific needs.
7. Prepare impactful PowerPoint presentations and customized business proposals.
8. Create professional pitch decks for investor meetings.
9. Use advanced tools to extract and analyze relevant data for client pitches.
10. Contribute innovative ideas to improve and upgrade the business model based on current market demands.
11. Conduct thorough market research and analysis to identify potential growth areas.
12. Analyze business-related data and generate detailed reports for top management.

SKILLS REQUIRED:

- Must be a graduate (or currently pursuing final year of graduation).
- Fluent in English (spoken, written, and reading comprehension).
- Proficient in Microsoft Office Suite and Office 360.
- Comfortable with sending professional emails and managing bulk email campaigns.

- Strong communication and presentation skills.
- Creative thinker with strong analytical capabilities.

Internship Details:

- **Stipend:** Best in industry
- **Working Hours:** 10:00 AM to 06:30 PM
- **Internship Duration Options:** 60 Days

Benefits of Internships to Students:

1. **Practical Experience:** Hands-on exposure to real-world business scenarios.
2. **Skill Development:** Improve communication, presentation, sales, and analytical skills.
3. **Networking:** Build professional connections with clients, mentors, and fellow interns.
4. **Resume Booster:** Adds weight to your CV with valuable corporate experience.
5. **Confidence Building:** Enhances decision-making and client handling skills.
6. **Learning Business Tools:** Gain proficiency in CRM systems, MS Office, and data analysis tools.
7. **Career Direction:** Helps students identify their strengths and choose the right career path.
8. **Stipend-Based Learning:** Earn while learning in a professional environment.

What You Will Get After Completing the Internship:

1. **Three Certificates of Completion** – Get recognized for your efforts with three separate certificates for successfully completing different business development projects during the internship.
2. **Comprehensive Internship Report** – Receive a detailed report outlining your contributions, learnings, and performance, which you can showcase in future job interviews or academic evaluations.
3. **Job Offer Opportunity** – Outstanding performers will be eligible for a **Pre-Placement Offer (PPO)** or a **full-time job opportunity** based on performance, commitment, and contribution.
4. **Letter of Recommendation (Optional)** – Exceptional interns may receive a Letter of Recommendation from senior management, which will add strong credibility to your profile.
5. **Live Project Exposure** – Work on real-time client projects that simulate actual industry challenges, giving you an edge over others in the job market.
6. **Professional Portfolio** – Build a solid portfolio including pitch decks, presentations, and reports created during the internship.
7. **Access to Exclusive Alumni Network** – Become part of our professional network of former interns, mentors, and industry experts for future growth and guidance.

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Innominds Learning Pvt. Ltd.