

Business Development

Position: Business Development

Location: Kanpur

About EHM:

EHM, incubated at TBI-HBTU Kanpur, CSIR IITR-BioNEST Lucknow, CSJMIF Kanpur and empanelled with IFACET IIT Kanpur, is a leading firm dedicated to offering practical solutions aligned with the Sustainable Development Goals (SDGs). EHM is also a part of GreenR acceleration program implemented by techno serve. Our mission is to achieve environmental sustainability through an eco-centric approach. Our core expertise includes circular economy, sustainable environment, urban planning, and water & wastewater management.

Role Overview:

We are seeking a dynamic and motivated Business Development Intern to join our team. The ideal candidate will play a crucial role in identifying and engaging potential clients/agencies, focusing on our top services: treatment and reuse of sewage/greywater at the point of generation, waterbody restoration, and sustainability and impact reporting (ESG). This is an excellent opportunity to gain hands-on experience in business development within the sustainability sector.

Key Responsibilities:

- Identify and research target clients/agencies that align with EHM's top services.
- Reach out to potential clients through various channels, including email, Twitter, and LinkedIn.
- Schedule calls and meetings with prospective clients.
- Follow up on initial contacts and maintain ongoing communication to nurture relationships.
- Collaborate with the senior business development team to develop outreach strategies.
- Assist in preparing and presenting proposals to potential clients.
- Maintain a database of all client interactions and follow-ups.
- Provide regular updates and reports on outreach progress and outcomes.

Qualifications:

- Currently pursuing or recently completed a degree in Business, Marketing, sustainability, Environmental Science, or a related field.
- Strong interest in sustainable development and environmental consultancy.
- Excellent communication and interpersonal skills.
- Proficient in using social media platforms (Twitter, LinkedIn) for professional outreach.
- Highly organized with strong attention to detail.
- Ability to work independently and as part of a team.
- Proficiency in Microsoft Office Suite (Word, Excel, PowerPoint).

What We Offer:

CONNECT US:



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- Hands-on experience in a growing environmental consultancy.
- Exposure to high-impact projects and innovative solutions in sustainability.
- Mentorship from experienced professionals in the field.
- Opportunity to contribute to real-world projects with tangible environmental benefits.
- Competitive stipend and potential for future career opportunities within the company.

How to Apply: Interested candidates are encouraged to send their resumes and cover letters to contact@ehmconsultancy.co.in

We are a creative and innovative team that focuses on learning and growing at the same time revolutionizing the Sustainable sector. It would be a wonderful opportunity for you. Be a part of this realm.