



12th June 2025.

Internship Opportunity

Position: Business Development Intern / Part-time

Location: On-site, IIT Kanpur Office

Duration: Minimum 2–3 months | Flexible hours between 10 AM – 5 PM (minimum 4 hours/day)

Stipend: Performance-based + Certificate of Completion

About Gudhgrams

At Gudhgrams, we are reinventing traditional Indian sweets and snacks with purity, innovation, and purpose. From our flagship jaggery-based offerings to healthier, premium festive gift boxes, we aim to bring back the essence of real, rooted goodness - one bite at a time.

Who we're looking for

We're looking for a sharp, confident and proactive intern (open to all, preference to female candidates) who's eager to learn the art of business development and experience what it takes to make a product reach the right hands.

This is not a cold-calling role, you'll be connecting with decision-makers from top corporates like Mankind Pharma, Lupin, Pidilite, etc., who have already interacted with the Gudhgrams brand through exhibitions or referrals. Your job is to build on that warm connect and help drive Diwali sales.

Role & Responsibilities

- Reach out to business contacts via phone, email, and WhatsApp
- Pitch Gudhgrams' festive offerings and corporate gifting products
- Engage with procurement or purchase managers, and follow up till a final decision is made
- Maintain proper communication logs and update the internal CRM
- Coordinate with internal teams on proposals and samples where needed

What you'll gain

- Hands-on exposure to real-world sales and relationship-building
- Learn how to pitch to senior leadership across India's top companies
- Develop negotiation, communication, and follow-up skills
- A chance to contribute directly to Gudhgrams' growth during its most exciting festive season.

Eligibility

- Fluent in English and Hindi (spoken and written)
- Comfortable with phone-based communication and writing emails/WhatsApps professionally
- Organised, persistent, and willing to take ownership
- Prior internship experience in BD or marketing is a plus, but not necessary

If you believe in the power of good products, good conversation, and festive energy, this could be a great place to start.

To apply, send your CV with a brief note on why you'd like to work with Gudhgrams to:

✉ hello@gudhgrams.com

📞 Or WhatsApp: +91 78971 88881

GUDHGRAMS PRIVATE LIMITED

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