

**H2Power energy PVT. LTD.**

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**Job Title:** Business Development Intern (Energy & Mining)

**Location:** IIT Kanpur Outreach Center, Noida

**Company:** H2 Power Energy Pvt. Ltd.

**Role & Responsibilities:**

As a **Business Development Intern**, your key responsibilities will include:

- **Accounting & Financial Analysis:** Use Excel to perform accounting tasks and quickly value price quotations.
- **Business Pitching:** Design presentations using **Canva** for client proposals.
- **Client Interaction:** Schedule meetings, conduct technical sales calls, and follow up with clients.
- **Market Research & Analysis:** Identify potential clients and business opportunities through market research.
- **Financial Models & Business Reports:** Assist in creating financial models, business analysis, and reports.
- **Relationship Management:** Develop and maintain client relationships with effective communication and follow-ups.

**Preferred Candidate Profile:**

- **Enthusiastic** and committed to continual self-improvement.
- Strong **relationship-building** and communication skills.
- **Resilient** with the ability to engage with clients with conviction.

**Perks & Benefits:**

- **Half-day on 2nd & 4th Saturday.**
- **ESOP** (Employee Stock Option Plan) may be granted based on performance.
- **Additional company shares** possible in the future based on work performance.

**Working Hours:**

- Regular: 10:00 AM - 6:30 PM
- Half-Day: 9:30 AM - 1:30 PM

**Education & Skills:**

- **PG:** MBA/PGDM in **Finance, International Business, or Marketing**
- **Skills:** Accounting, Business Analysis, Market Research, Finance Modelling, Proposal Preparation, Presentation Skills, Communication

**Role:** Energy & Mining - Other

**Industry:** Power

**Employment Type:** Full-time, Temporary/Contractual