

## **JOB DESCRIPTION- BUSINESS DEVELOPMENT**

ProMeat is a plant-based meat company with a vision to bring a change in the way people consume proteins. We leverage our expertise in the food tech background to create scrumptious meat alternatives to make the shift from unsustainable to sustainable meats more accessible.

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We are looking for a committed, deadline-driven business development intern to join our team. Your tasks may include conducting market research, identifying business opportunities, managing email campaigns, generating sales leads, making cold calls, participating in meetings, and assisting the team wherever possible.

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### **POSITION RESPONSIBILITIES**

- Contacting potential clients to establish rapport and arrange meetings.
  - Planning and overseeing new marketing initiatives.
  - Research organisations and individuals to find new opportunities.
  - Finding and developing new markets and improving sales.
  - Developing quotes and proposals for clients.
  - Developing goals for the development team and business growth and ensuring they are met.
  - Attending meetings, workshops, events, and exhibitions to gather leads.
  - Maintaining a proper database and updating documents and sales records.
  - Reviewing sales performance against sales targets.
  - Observing and carrying out sales processes.
  - Identifying potential weaknesses and offering improvement suggestions.
  - Assisting managers with negotiations.
  - Keeping a log of everything learned and delivering presentations to team members.
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### **CANDIDATE PROFILE EDUCATION AND EXPERIENCE**

- A degree in marketing, business or similar may be preferred.
- Experience in sales & marketing (optional- may depend on the person).
- Proficiency in English and Hindi would be advantageous.
- Superb interpersonal and communication skills both verbal and written.
- Skilled at communicating, collaborating, and negotiating.

## PERSONALITY TRAITS

- Be thorough with communication, consumer research, analysis, collaboration & execution.
  - Reliable, focused, patient & detail-oriented.
  - Agile, flexible, resourceful problem solver & quick learner.
  - Ability to work independently as well as cooperatively, in a fast-paced environment.
  - Sense of ownership and bias for action.
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## INCENTIVES

- Exposure to understanding emerging food tech companies and their market trends.
  - Close-knit startup culture and community.
  - A fun mix of experiences that are both qualitative and quantitative.
  - Great experience for moving into general R&D, marketing, sales, and entrepreneurship careers.
  - Opportunity to take part in National/International challenges.
  - Stipend based on performance (**Paid Role**)
  - Opportunity to join our core team in a full-time role.
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**Contact:** [info@promeat.in](mailto:info@promeat.in)

**Time Period:** 4 Months

**PI Fill out The GForm if interested-** <https://forms.gle/ervr6ckjp1CwhijQ9>