

Management Trainee / Interns - Sales / Business Development (CSR Projects) - 1 Nos

Location - Noida

Required Experience:

- No prior professional experience required; entry-level position suitable for recent graduates or individuals with a passion for sales and business development in the context of Corporate Social Responsibility (CSR) projects or social initiatives.
- Previous internships, coursework, or volunteer experience related to CSR, social impact, or community development are advantageous but not mandatory.

Education Qualification:

- Currently enrolled in or recently graduated from a Bachelor's program in Business Administration, Marketing, Sales, Social Sciences, or a related field.
- Additional coursework or training in CSR, sustainability, social entrepreneurship, or nonprofit management is beneficial.

Additional Qualification:

- Strong passion for social impact and a deep understanding of CSR principles, sustainable development goals, and community engagement strategies.
- Familiarity with the philanthropic landscape, including corporate giving programs, grant funding, and partnership opportunities in the context of social projects.
- Proficiency in Microsoft Office suite, particularly Excel and PowerPoint.

Skills & Competencies:

- Excellent interpersonal and communication skills, with the ability to articulate the social value proposition and engage stakeholders in meaningful discussions.
- Strong analytical skills and ability to conduct research, analyze data, and identify market opportunities for CSR partnerships and initiatives.
- Eagerness to learn and willingness to take initiative in building relationships with corporate partners, nonprofit organizations, and community stakeholders.
- Ability to work independently and collaboratively in a team environment, demonstrating adaptability and flexibility in response to changing priorities.
- Basic knowledge of sales techniques, negotiation skills, and pipeline management is a plus.

Responsibilities:

- Support the Sales or Business Development team in identifying and pursuing partnership opportunities for CSR projects, social initiatives, and community development programs.
- Assist in researching potential corporate partners, grant funding opportunities, and philanthropic trends in alignment with organizational priorities and social impact objectives.
- Collaborate with internal stakeholders, including program managers, marketing teams, and CSR leads, to develop tailored proposals and pitch decks for CSR partnerships and funding opportunities.
- Participate in meetings, presentations, and networking events to represent the organization and engage with prospective partners, donors, and community stakeholders.
- Provide administrative support to the sales team, including maintaining CRM databases, tracking partnership leads, and preparing sales reports or progress updates.
- Learn about CSR project management processes, impact assessment methodologies, and reporting frameworks through training sessions and hands-on project involvement.
- Contribute creative ideas and insights to enhance the organization's CSR strategy, messaging, and engagement tactics to drive positive social change.
- Take ownership of assigned projects or tasks, demonstrating accountability and professionalism in meeting deadlines and delivering quality outcomes.
- Seek feedback from supervisors and peers, actively participate in performance evaluations, and proactively identify opportunities for skill development and growth in the context of CSR sales and business development.
- Stay informed about industry trends, emerging best practices, and regulatory developments related to CSR, sustainability, and social impact, sharing insights and recommendations with the team to drive continuous improvement.