

## Business Development Intern – Job Description

**Duration: 3- 6 months**

**Stipend: 10,000/- pm**

### About Us

The Centre of Excellence in Design (DCoE) at IISc focuses on cutting-edge design, prototyping, and industry-academic collaboration, working with partners across sectors to drive innovation and impact.

### Role Overview

We are seeking a dynamic and motivated **Business Development Intern** to support our outreach, partnerships, and growth initiatives. The role is ideal for someone who is enthusiastic about strategy, networking, and market research, and wants hands-on experience in driving organisational growth.

### Key Responsibilities

- Conduct **market research** to identify potential partners, clients, and opportunities.
- Assist in **developing proposals, pitch decks, and presentations** for stakeholders.
- Support **business development campaigns**, events, and networking initiatives.
- Maintain and update the **CRM / database of leads, contacts, and partnerships**.
- Draft and circulate **communications, emails, and reports** to stakeholders.
- Collaborate with internal teams (technical, design, and operations) to align outreach efforts with project goals.
- Track and analyse **industry trends** to support strategy formulation.

### Qualifications & Skills

- Current student or recent graduate in **Business, Management, Marketing, or related fields**.
- Strong **communication and interpersonal skills**.
- Ability to conduct **market research** and analyse findings.

- Proficiency in **MS Office/Google Workspace**; knowledge of CRM tools is a plus.
- Interest in **startups, design, technology, and innovation ecosystems**.
- Self-motivated, detail-oriented, and eager to learn.

### What We Offer

- Exposure to **real-world business development projects**.
- Mentorship from senior professionals and opportunities to interact with industry partners.
- A chance to contribute to impactful projects in design and innovation.
- Certificate of Internship.
- No accommodation will be provided

If you are an ambitious and creative individual with a passion for business development, partnerships, and driving growth opportunities, we encourage you to apply! Please send your resume and a brief statement of interest to [dcoe@fsid-iisc.in](mailto:dcoe@fsid-iisc.in) with CC to [aaron.paul@fsid-iisc.in](mailto:aaron.paul@fsid-iisc.in) by 22nd September 2025.