

This document outlines the scope of work for a remote internship engagement of eight hours per week with Ennovent. The key task of this internship is to support business development outreach in Europe, especially in the DACH region (Austria, Germany and Switzerland), with a view to catalyse business ventures with sustainable solutions for low-income markets.

Organisation Profile

Ennovent is a venture catalyst that takes innovative business ideas to unexplored low-income markets in developing countries. We offer the private, public and third sectors a venture platform with start-up expertise, local capacity and a global community. Through fair partnerships we share the risks and rewards of optimising sustainable impact and profits in low-income markets. Since 2008, we have catalysed over 185 ventures in 30 countries through 60 projects on our platform.

Ennovent's growth strategy is focused on building equal partnerships in key practice areas, including but not limited to: tourism, air pollution, health, water and sanitation. Our current base of partners includes a mix of global and local NGOs, MNCs, funders and investors, who provide both technical and financial support to projects. Ennovent's culture is dynamic; we are highly responsive to new ideas and initiatives that could advance our organisational aspirations, while fostering a positive sustainable impact in developing countries. We promote a sense innovation, business ethics and professionalism in all our operations.

Position Profile

The profile for the business development internship is outlined below:

CRITERIA	DESCRIPTION
Title	Business Development Intern
Job Objective	To support business development outreach in Europe, particularly in the DACH region (Austria, Germany and Switzerland)
Position Type	Part-time Internship
Start Date	April 01, 2019
Duration	3 months; 8 hours per week
Compensation	EUR 400 per month
Reporting	The intern will report to the Manager - Business Development & Managing Director - Ennovent
Location	Located in Austria for a predominantly remote, home-based role

Key Tasks

Ennovent has structured this work-from-home assignment to undertake research and assessment of potential partnership opportunities in the DACH region. Outlined below are the key deliverables for the assignment:

- Search for Austrian, German and Swiss businesses, particularly small and medium enterprises (SMEs) and analyse them for fit with our priorities and practice areas
- Search for large European businesses (such as MNCs and large corporations) with a focus on South Asia, specifically in India, Nepal and Bhutan
- Search for European funding agencies similar to the ADA, GIZ or DANIDA that support for-profit businesses with a sustainable impact in developing countries
- Search for business chambers and other network organisations across Europe, particularly the DACH region, that can be used as channels for funding and business opportunities
- Identify Austrian, German and Swiss conferences aligned with our vision, where we can present our work and engage like-minded organisations.
- Translate relevant English social media messages, blog posts, thought pieces and other marketing collateral to German

The intern is requested to collate all secondary inputs produced during the internship. A data dump should be provided in the form of a zip file containing all the background research produced during the engagement.

Qualifications

The ideal intern will have the following qualifications, skills and attributes:

- Located in Austria

- German native speaker, with exceptional written communication skills in English
- An advanced degree in development studies, business, sustainability or other related fields
- Good research and writing skills
- Commitment to Ennovent's overall mission and core values

To Apply

Please send an expression of interest with **cover letter** and **resume** to Suman Biswas, Sr. Associate - Operations at career@ennovent.com by **21 March 2019**.