



Job Title:	Business Development Intern	Job Category:	Internship
Department/Group:	Sales & Marketing	Job Code/ Req#:	BDI-01
Location:	Ahmedabad	Travel Required:	Yes (Local City)
Stipend:	5000 + Incentive + Petrol Allowance	Position Type:	Permanent (if found satisfactory performance)
HR Contact:	Chintal Shah, 9879517978	Joining Date	Immediate
Will Train Applicant(s):	Training will be given	Posting Expires:	Within 7 days
Job Description			
<p>ROLE AND RESPONSIBILITIES</p> <ul style="list-style-type: none"> Increasing business through mobile app of Recycle.Green. Activity broken up in 2 phases. Phase 1 – Developing On Ground App Partners, Phase 2 – B2B & B2C app Marketing & getting new customers. Phase 1 – of 1 month and Phase 2 of 2 months. Phase 1 - Developing On ground waste collection partners by surveying, interviewing, registering for the program. Creating a pipeline with proposed candidates for interview. Training them on the app, explaining them terms, getting their KYC done. Phase -2 – On ground B2B & B2C marketing and increasing more app downloads, subscription, revenue & business. Creating innovative content, presentation, data sheets, flyers. Finding out target clients, econnecting them first and then physical visit to close at closing time. Demonstration of App, features, benefits, experience. Closing contract and agreements and get them registered as customers. Handhold during first transaction and then hand it over to operations. <p>REMUNERATION (Monthly) – Fixed + Variable where variable is linked to KPI performance incentive. Fixed (5000) + Variable (Sky is the limit) + Rs.1000 petrol allowance (Fixed) + Certificate + Recommendation Letter. All records to be maintained and submitted between 1st to 5th of Month to get fixed + incentive by 7/8th of the month.</p> <p>KPI (Key Performance Indicators) – Targets will be given for these KPIs – will be set while joining.</p> <ul style="list-style-type: none"> Total nos of waste collector partners registered on App (X amount incentive on per registration) Total nos of recyclers registered for App (X amount of incentives on per registration) Total nos of B2B customers registered (X amount of incentive on per registration) Total value of order / contract closed with B2B customers (X amount of incentive on value of orders) <p>Internship of 3 months– during which performance will be measured and feedback to be given every 15 days. Chances of confirmation of employment after successful completion of probation period if performance found satisfactorily.</p>			
Reviewed By:	Chintal Shah	Date:	03/12/2020
Approved By:	Hardik Shah	Date:	03/12/2020
Last Updated By:	Hardik Shah	Date/Time:	03/12/2020