

## Business Development Intern

We are an innovative, web development agency based in Cambodia, with an office in Switzerland, providing high quality services to international customers. Founded on Open Source and ethical values, we partner with clients to build quality digital experiences while building further capacity and opportunities for young Cambodians.

We are seeking a recent graduate (undergraduate or postgraduate) or a current final year student to join our team in Switzerland. This person should be self-motivated, passionate about technology, and a great communicator.

The Business Development Intern is responsible for conducting market research, identifying strategic business partnerships, design materials for client meetings, and supporting the Sales Team in expanding into new revenue streams.

### Primary Responsibilities

- Identify and evaluate specific business opportunities and market trends within digital transformation (including industry and company research, on-site visits, and market and competitor analysis)
- Assist in identifying long term relationships with strategic partners to grow business with existing customers
- Research leads and develop key messages and unique selling points for follow up meetings
- Propose and design plans for entering new markets that deliver significant new revenue streams and partnerships
- Cold call to arrange meetings with potential customers to prospect for new business
- Research and gain a clear understanding of customers' businesses, requirements and what's important to them
- Record leads, opportunities, and sales using our CRM
- Provide data analysis for sales decisions, and proposing new business models
- Answer inquiries from potential clients

### Job Knowledge

- Demonstrated experience in conducting market research and qualifying prospects/customers
- Excellent communication, both written and oral in English (German a plus)
- Excellent organization and execution skills
- Highly self-motivated and able to work with a team
- Professional experience working and communicating with international clients
- Excellent understanding of web development products

### How to apply

Please send your CV and cover letter to [jobs@web-essentials.asia](mailto:jobs@web-essentials.asia). Only shortlisted candidates will be invited for an interview. For more information please check [www.web-essentials.asia](http://www.web-essentials.asia) or call 023 99 66 04.