



BUSINESS DEVELOPMENT & PARTNERSHIPS INTERN



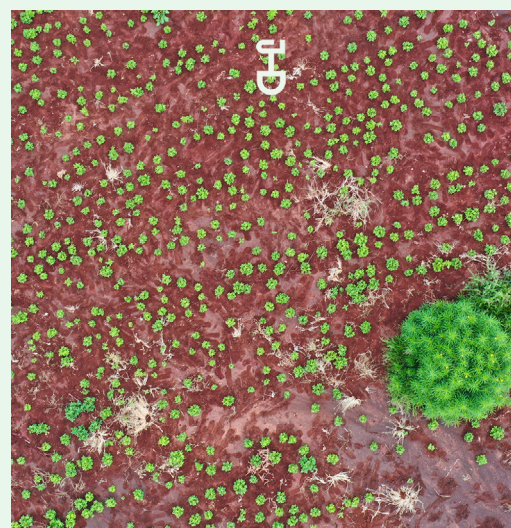
JOB DESCRIPTION

Do you want to use your commercial business skills to make global climate impact? Join our team!

We are looking for a Dutch speaking Business Development & Partnerships Intern to grow our greening movement by creating shared value partnerships with (international) brands and businesses.

LOCATION

JustdiggIt Amsterdam office
Prins Hendrikkade 25, opposite Central Station



ROLE & RESPONSIBILITIES

You will be part of the JustdiggIt Business Development & Partnerships team. This team identifies strategic and funding opportunities through new and existing partnerships so that JustdiggIt can achieve its ambitious goals in terms of (climate) impact and further scale up in the coming years.

Your role as Business Development & Partnerships Intern is very diverse and consists of the following:

1. PROVIDING SUPPORT FOR THE BUSINESS DEVELOPMENT & PARTNERSHIPS TEAM

- Making business scans to identify matches between our proposition and the impact (Sustainability goals/ SDGs) of companies.
- Mapping and analyzing new market opportunities or partnership categories.
- Analyzing prospects/ leads and tracking the Business Development pipeline.
- Making presentations and supporting in writing proposals for Business Development colleagues.
- Helping with- and preparing various Partner Proposals.
- New Business Development & Sales; actively looking for interesting leads and introducing them to the team.
- Making customized partnership agreements.
- Internally you will have a lot of contact with colleagues from JustdiggIt's other departments to provide Business Development with the latest information, such as updates on projects, photo- and video material, presentations from other teams, etc.
- Other supporting activities such as: recording meeting reports, preparing meetings, and more.

2. HELPING WITH THE MANAGEMENT OF ALL S(M)E PARTNERSHIPS

- You will be in contact with executives and/or entrepreneurs of all kinds of companies. Together with these businesses and your colleagues, you will work out the best JustdiggIt proposition for them.
- Responsibility for the agreements with S(M)E partners.
- Partnership & account management: further expansion of the S(M)E partnerships.

For more information on our business partnerships and our team, go to: www.justdiggIt.org/business

REQUIRED EXPERIENCE AND SKILLS

REQUIRED CRITERIA

- Master in Business degree (Pre: Master with link to Corporate Sustainability).
- Fluent in both Dutch and English.

OTHER CRITERIA:

- You feel at home in an entrepreneurial and dynamic impact organization with focus on climate impact and growth.
- You understand the core of Corporate Sustainability and you also have a good idea of corporate sales cycles.
- Interest in/knowledge on developments in Sustainable Business and an understanding of what the considerations of different companies are to integrate this into their business operations.
- Flexible working attitude & independent worker.
- Comfortable to work from home or alternative locations independently.
- You are a team player and have no problem providing support to your colleagues in the Business Development & Partnerships team.
- Strong presentation skills: you get along well with MS PowerPoint and Keynote and like to prepare and give presentations.
- Good design skills (Photoshop) are a plus!

ABOUT JUSTDIGGIT

Justdiggitt (www.justdiggitt.org) is a fast growing non-profit organization which restores degraded ecosystems in Africa by making dry lands green again with positive impact on climate, nature, and people. We believe in the power of nature and that together, we can cool down the planet.

A significant part of our funding comes from our partnerships with large companies and brands from all around the world – from the EU to the USA and Africa. Some current corporate partners include Timberland, Tony's Chocolonely, Bridgestone - Webfleet Solutions, Greenchoice, The Good Roll, Rabobank, and Caterpillar.

WHAT DO WE OFFER?

Besides the diversity of the job – no single day is the same – and being part of a great mission, to regreen and cool down the planet, there's more:

- Room for personal and professional development.
- Great colleagues!
- Get introduced to a great global network.
- Work in the city center of Amsterdam – have the flexibility to work from home.

We find it important to resemble society, the role is diverse and so should be our team.



APPLY NOW!

If you meet the required criteria and if believe you are the right person for this internship, please send your CV and motivation letter to partnerships@justdiggitt.org before 23 August 2021.

Preferable start date: 1 October 2021/ 1 November 2021 for 4/5 days per week.

To learn more about our mission and our current regreening projects, take a look at www.justdiggitt.org and see various videos at <https://vimeo.com/justdiggitt>.

