



*WE ARE LOOKING FOR A*

# BUSINESS DEVELOPMENT & PARTNERSHIPS INTERN

Do you want to use your commercial business skills to help regreen and cool down our beautiful planet? Join the JustdiggIt team!

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



**Location:**  
Amsterdam

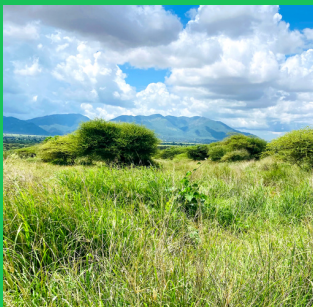
**Employment type:**  
internship



## ABOUT JUSTDIGGIT

JustdiggIt is a fast growing non-profit organisation which restores degraded ecosystems in Africa by making dry lands green again with a positive impact on climate, nature, and people.

A significant part of our funding comes from our partnerships with large companies and brands from all over the world – from the EU to the USA to Africa. Some current partnerships include Tony's Chocolonely, DHL, Bridgestone Mobility Solutions, The Good Roll, Mr Marvis and Rabobank Foundation.



# REQUIRED EXPERIENCE AND SKILLS

- You are currently studying (HBO or university)
- You are available 4/5 days a week for a minimum of 5 months.
- You are able to work from our office in Amsterdam for the majority of the week (near to Central Station)
- You are fluent in Dutch and English
- You want to contribute to a better world!

Other criteria:

- You feel at home in an entrepreneurial and dynamic organisation with a focus on climate impact and growth
- You understand the core of corporate sustainability and you have a good idea of corporate sales cycles
- You are an independent worker with a flexible working attitude
- You are a team player and have no problem providing support to your colleagues in the Business Development & Partnerships team
- You are proficient in Powerpoint and like to prepare and give presentations

## ROLE & RESPONSIBILITIES

You will be part of the Justdiggitt Business Development & Partnerships team. This team identifies strategy and funding opportunities through new and existing partnerships so that we can increase our (climate) impact and continue to grow in the coming years. We have ambitious goals and are looking for someone who wants to help grow this global greening movement, so that we can cool down our planet!

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

### **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 analysing new market opportunities and partnership categories
- Analysing prospects/leads and tracking the business development pipeline
- Making presentations and offering support in writing proposals for business development colleagues
- Making customised partnership agreements
- Internally, you will have a lot of contact with colleagues from Justdiggitt's other departments in order to provide business development with the latest information: updates on projects, photo and video material, presentations from other teams, and so on
- Other supporting activities such as: taking meeting notes, preparing meetings, and more

### **Helping with the management of all S(M)E partnerships**

- You will be in contact with executives and entrepreneurs from all types of companies. Together with these businesses and your colleagues, you will work out the best Justdiggitt proposition for them
- Responsibility for the agreements with S(M)E partners



## WHAT WE OFFER

Besides a really diverse job (not a single day is the same!) and the ability to make an important contribution to a great mission, we have more to offer you:

- Room for personal and professional development
- Being introduced to a large global network
- Work in the city center of Amsterdam, with the possibility of working from home
- Great colleagues!
- Internship allowance of €300, - based on 40 hours per week
- Free lunches at the office

We find it important that our organisation is a reflection of society, so not only is the role diverse but also our team.

## APPLY NOW

If you meet the required criteria and you believe you are the right person for this internship, please send your CV and motivation letter to [partnerships@justdigg.it](mailto:partnerships@justdigg.it).

Preferable startdate: 5th of February 2024 for 4 or 5 days per week.

To learn more about our mission and our current regreening projects, have a look at [www.justdigg.it](http://www.justdigg.it).

