



Business Development Intern

About the Role

We are looking for a proactive and motivated Business Development Intern to support our business growth initiatives in IT services, system integration, and technology consulting. The intern will assist in lead generation, market research, client communication, and identifying new business opportunities across corporate and government sectors.

Key Responsibilities

- Identify potential clients in government, PSU, corporate, and enterprise sectors for IT services and system integration solutions.
- Research prospective clients, industry trends, competitors, and market opportunities.
- Generate leads through LinkedIn, online research, company databases, and other business channels.
- Assist in cold calling, email outreach, and follow-ups with prospective clients.
- Support the Business Development team in preparing company profiles, presentations, proposals, and client pitches.
- Assist in identifying opportunities related to networking, IT infrastructure, cybersecurity, cloud services, CCTV surveillance, and other technology solutions.
- Maintain lead databases, client records, and daily activity reports.
- Coordinate with internal teams for client meetings, sales discussions, and proposal preparation.
- Support the team in tracking sales opportunities and updating the CRM
- Coordinate with technical, presales, and delivery teams to support customer requirements.

Required Skills

- Strong verbal and written communication skills.
- Good interpersonal and relationship-building skills.
- Strong research and analytical abilities.
- Confidence in communicating with business professionals.

Preferred Qualifications

- Currently pursuing or recently completed a **Bachelor's/Master's degree in Business Administration, Sales & Marketing, Computer Science, Information Technology, or a related field.**
- Prior internship, academic project, or experience in **sales, business development, marketing, IT, or customer engagement** is a plus.
- Interest in IT services, cloud, cybersecurity, networking, software development, data/AI, or technology consulting is desirable.

During training period posting will be at Bhubaneswar. Post completion of training posting will be PAN Odisha based on company's requirements.

Probation Duration: 6 Months,

Department: Sales

Stipend -2.40lpa for Bachelor's degree & 3.00lpa for Master's degree.

Post completion of 6months probation & job confirmation, salary will be revised based on performance purely.