



# Business Development Internship

## INTRODUCTION

EIT InnoEnergy is Europe's largest innovation ecosystem and leading engine for sustainable energy. With a US office in Boston and offices throughout Europe, InnoEnergy support early stage startups and operates at the centre of the energy transition bringing the technology and skills required to support the green deal and Europe's decarbonisation goals.

Recognised globally as the most active energy investor and one of the largest climate tech and renewable energy tech investors in 2020, EIT InnoEnergy backs innovations across a range of areas. These include, energy storage, transport and mobility, renewables and sustainable buildings and cities – leveraging its trusted ecosystem of 500+ partners and 23 shareholders.

To date, it has invested 500 energy innovative industrial ventures, some have reached the Unicorn status, and are on track to generate €16 billion in revenue and have saved 5.5M tons of CO2 to date.

## INTERNSHIP OVERVIEW

The internship is an opportunity for a motivated Junior or Senior in college to support the US office, located at Greentown Labs, that provides business development services and investment, serving as a landing pad and connector for early stage and commercialized ventures seeking to expand in the US and Europe. The intern will support all aspects of the operation including pipeline research, due diligence, deal flow systems creation and management, business development outreach, marketing and PR support, and event planning and management (pitch days, promotion of our annual conference).

The intern will report directly to the US Operations Manager and have access to Greentown Labs and its community, including fellow interns, events and other activities. Given the pandemic, there is an option for an all-virtual internship.

Duties include:

- Contribute to the overall US office business development and investment strategy and objectives.
- Help build pipeline of US ventures ready to tap our expertise and services to expand to Europe. Outreach to clean energy networks such as Incubatenergy, Urban Future Lab, and others for deal flow.
- Support efforts to provide landing pad services and support to InnoEnergy portfolio ventures in the EU seeking to expand to the US.

- Conduct due diligence and research on ventures across all elements of the business – market, technology, finance, competition, and team.
- Be present in conversations with startups and help them grow with their business development project (marketing, business plan, scouting ...) acting as a support link between InnoEnergy and the venture.
- Support planning and execution of pitch day(s), including one scheduled for October.
- Support marketing and outreach to raise awareness for annual conference, The Business Booster, in November.
- Help the Business Development Officer to improve the accounts follow up and automatize the whole process. Improve the Business reporting plan in the platform by using all its capabilities and features.

### **SKILLS REQUIRED**

The InnoEnergy Intern should have several of the following competencies and skills:

- Experience working or studies in business/ marketing / communication.
- Experience with CRM or business tools
- Good level of computing skills
- Strong project management skills
- Competencies:
  - - Analytical and organized.
  - - “Can do” person.
  - - Self-starter and results-oriented
- Values
  - - Listener and a team player
  - - Curious and Proactive
  - - Transparent and trustworthy
  - - Fostering a productive and positive working climate

### **WHAT WE OFFER**

- The opportunity of making an impact on the energy transition and leaving your footprint.
- Working with international experts and experienced professionals to share and learn from.
- InnoEnergy is a Terawatt Partner of Greentown Labs

Reports to: The InnoEnergy Business Development Officer

Logistics: Virtual and option to work out of office at Greentown Labs

Package: Commencement: September 2021 to December 2021.

Basic gross salary: Full-time internship: 40 hours per week, \$20/ hour

**To apply, submit cover letter and CV to [mark.vasu@innoenergy.com](mailto:mark.vasu@innoenergy.com), 617.480.9192.**