

## **Internship Program: Business Development & Presales at L&T-Technology Services**

L&T-Technology Services, a fully owned subsidiary of Larsen & Toubro Limited, one of the world leaders in Engineering, Manufacturing and Construction, seek Interns who would be interested for Business Development and Management Internship in Mumbai, India. Within L&T, the department Engineering Services is responsible for addressing the customers into engineering domain across the globe. For the top 10 customer, this is done by Sales (specialized account management). The new prospects are created via Business Development and market business analysis.

### **The Role:**

Business Development:

- Responsible for implementing BD model to create sales pipeline
- Supports BD manager in improving the recently started 'sales tractions' program
- Responsible for growing up sales pipeline
- Supports BD manager in open innovation ideas of the market
- Responsible for Telesales activity with customer and new prospects, keep track of results and initiate actions to improve these
- Supports BD manager with program to actively manage the large accounts

### **Profile:**

- Agile personality and adaptability to new cultures
- Good interpersonal communication skills and analytic skills
- Native German and Fluent English
- Strong with excel - Basic knowledge of financials - Strong affinity with internet - Ability to switch between different projects and tasks - Willingness to do the mix of recurring operational work (making lists, excel analyses) and more strategic tasks

**Education:** Post-Graduates & Undergraduates in Business Administration, Business Economics or equivalent [acumen in sales is preferable]

### **Worth knowing:**

- Period: minimum 6 to 10 months, starting Jan/Feb'15 onwards
- Location: Mumbai, India
- Paid Internship: INR 10,000
- Minimum 40 hours per week
- Company Training Program, Accommodation, Transport & Food