

## Business Development Associate

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Company: Senpage Consulting

Location: Copenhagen

Category: other-general

**We are looking for a new business development associate who would be willing to join our startup project at Senpage Consulting . If you are interested in gaining experience in business development and are currently pursuing higher education, or have recently graduated, or with 1+yrs of experience, this position is for you!**

Senpage Consulting is a volunteer-led advisory group focused on helping sustainable startups and NGOs achieve their goals without sacrificing their values. Our ideal candidate is a current master's student in a business university within Copenhagen such as CBS, who should be comfortable reaching out and interacting with new people on a constant basis. A fear of rejection will be a detriment.

### **Our ideal candidate:**

Current student or recent graduate in business, management, or a relevant field, preferably from CBS.

Positive attitude and a passion for helping sustainable companies succeed.

Team-oriented, self-motivated, and strong analytical and critical thinking skills.

Able to meet deadlines.

Able to commit 8-10 hours per week.

*You don't need to have a lot of experience, but we expect you to be able to work independently – we are a team of volunteers, so we all work asynchronously.*

### **The role:**

This position is aimed at students and recent graduates who have an interest in a business development career with SaaS platforms. This platform will target universities, NGOs, and public organizations. This role focuses on identifying, contacting, and building relationships with prospective clients.

### **Responsibilities:**

**Identify and research potential clients** in the university, NGO, and public organization sectors who could benefit from our SaaS platform.

**Proactively reach out and connect** with these potential clients to understand their needs and challenges related to sustainability.

**Build strong relationships** with qualified leads, fostering trust and enthusiasm for Senpage Consulting's solutions.

**Contribute to the development of data-driven proposals** that showcase how our platform can help clients achieve their sustainability goals.

**Collaborate with the team** to refine proposals and presentations, ensuring clear and compelling communication.

### **What you can expect from us:**

A supportive team with fun people

Fully remote work & opportunity to work on-site

Experience working in a diverse team

Great social events

The possibility to make a change in the world!

### **About Senpage Consulting:**

Senpage Consulting is a nonprofit group that provides pro bono advisory services for sustainability-focused organisations through our network of volunteer consultants. Our mission is to provide sustainability-focused organisations with solutions to improve their operational efficiency while offering students the chance to gain experience through meaningful business cases.

Senpage Consulting's core team consists of permanent members who pursue prospective clients, recruit new volunteers, manage our internal and external communications, and shape the organisation's broader strategy. Our project teams are comprised of volunteers from local universities who serve as consultants for our clients. We aim to recruit volunteers with a variety of competencies to serve every potential need.

(P.S. If you have any startup ideas and need a team to bring them to life, we're here for you. We'll assist you with everything necessary to build a successful company, whether you're a current university student or a recent graduate. Let's turn your entrepreneurial dreams into reality.)

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If this sounds like something for you, we strongly encourage you to apply! Interviews with selected candidates will take place on an ongoing basis.

We look forward to hearing from you.

<https://www.senpageconsulting.eu/>

**Apply Now**

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