

# INTERNSHIP OFFER

## FROM FEBRUARY 2018, 5-6 MONTHS

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### *BUSINESS DEVELOPMENT INTERN*

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In the context of Act program, Sevea is looking for an engineer student of Grenoble INP to be placed into a social enterprise of the network of Sevea. She/he will benefit from a weekly follow up and advise from consultants of Sevea.

#### **About Sevea**

**Sevea:** Sevea is a Cambodian consulting company offering strategic and operational support to Corporations, Organizations, Projects & Social Entrepreneurs that seek to develop their impact strategies in the Water & Energy sector and/or engage with BOP markets.

Find more information on our website: [www.seveaconsulting.com](http://www.seveaconsulting.com)

**Act Program:** Act is a program designed by Sevea to support, operationally & overtime, social enterprises through 6-month top-level students' internships. To maximize the impacts of such internships, all students are coached by consultants of Sevea. More than 30 students have already worked with 14 social enterprises during the last 3 years.

Find more information on the website page of Act program:  
<http://www.seveaconsulting.com/en/initiatives/act-program/>

#### **Application process**

Send your CV in English, a cover letter in English and the school record of the previous year to Sevea through the job application of our website: <https://podio.com/webforms/15528572/1040751>

If you meet any problem during the application process, please send us an email:

@: [contact@seveaconsulting.com](mailto:contact@seveaconsulting.com)

#### **Sevea Co., Ltd**

N°7, st 496, Phsar Doeum Tkov, Phnom Penh, Cambodia  
Phone: 00 855 96 479 5445; Email: [contact@seveaconsulting.com](mailto:contact@seveaconsulting.com)  
Web: [www.seveaconsulting.com](http://www.seveaconsulting.com)

<b>Position</b>	Business Development Intern
<b>Pole</b>	Direction
<b>Structure</b>	Kamworks PAYGO Solutions
<b>Country</b>	Cambodia
<b>Contract type</b>	Internship
<b>Stipend</b>	Stipend from Foundation Grenoble INP* + Visa for the duration of the internship
<b>Period</b>	February 2018

\*: Conditions to review directly with the Foundation Grenoble INP



## Job Description

Kamworks PAYGO Solutions is a recent start-up, created by Cambodia's leading solar company. Over the last 6 months we've launched new products and brought on customers across Africa and Asia. Now, in this critical growth stage, we're seeking energetic and enthusiastic people to help us grow our international footprint.

As a Business Development Intern, you'll work closely with the Kamworks team and directly for the Kamworks PAYGO Manager, an experienced international business strategy consultant. Your tasks will include developing and managing a pipeline of international solar distributors that we're aiming to sell our PAYGO services to, undertaking market research and competitor analysis, and working on marketing and communications projects in order to help grow the Kamworks PAYGO brand. You'll be joining a business created in partnership with MIT and Stanford and that has won awards from USAID, ADB and UNDP. There could also be a chance to help with investment efforts, as we're continuing with our first-round investment raise. These tasks could involve investor analysis, supporting pitches for investors and working on Kamworks PAYGO's financial models.

Experience in business development is not essential. What is essential is a willingness and desire to learn and to be part of an early-stage business that's going places – but will only get there with real determination from the whole team. Speaking of team, you'll join a team of interns, local staff and international expats. You'll also learn about the technical elements of our PAYGO solution, so this is a great opportunity to increase your knowledge about R&D led industry in developing economies and rural solar (as well as other PAYGO applications, which we'll tell you about when you're here).

## Main Tasks

You will have two main tasks during your Kamworks internship:

### PAYGO Business Development:

- Work closely with the Kamworks engineering team and the Kamworks PAYGO (Pay-As-You-Go) Project Manager to develop marketing materials for use approaching B2B customers
- Assess solar distributors internationally and directly communicate with companies in order to introduce Kamworks PAYGO products and services; including phoning and emailing C-level contacts across Africa and Asia solar distributor companies
- Assist in the deployment of the PAYGO technology to our first distribution partners in Cambodia and Uganda; including monitoring of pilots and communicating with implementing agencies on the ground

- [potentially] prepare for and attend international workshops and / or events to market Kamworks PAYGO to a range of businesses in attendance of the event

#### Kamworks Financial Reporting and Business Modeling

- Support the PAYGO Project Manager with business-level financial assessment, including business modelling, cashflow reporting and forecasting.
- Assist the PAYGO Project Manager with financial modeling and creating proposals for new off-grid solar projects.

### **Education requirement and qualifications**

- Engineer looking for a final internship before graduation (master2) – a master related to business development would be a plus
- Willing to take initiative to improve situations of all types
- Experience in networking would be a plus
- Passionate by social enterprise and start-up environment
- Strong interest into project management
- Very good written and verbal communication skills in English and including report writing
- Excellent interpersonal, time management, problem solving and organizational skills
- Knowledge of Word, PowerPoint and Excel

### **Additional information**

#### 1. Working hours and days

The intern will work 40 hours per week (5 days per week). The intern will be based in Phnom Penh office and may include travel to the Sre Ampil assembly facility.

#### 2. Vacation Time

You are entitled to 9 days off during the 6-month internship period. In addition, you are also entitled to paid time off during the public holidays, in accordance with Kamworks' HR policy.

#### 3. Other benefits for work related purposes

Business travel needs to be approved prior (use the travel request procedure) and will be compensated according the Kamworks HR policy.