



Sales and Business Development Interns

Who are we?

HOPE is a social enterprise startup that invests 100% of its profits to build much needed public school classrooms and other relevant high-impact ventures across the Philippines. In 2017, HOPE became the first and only B Corporation in the Philippines for meeting the highest standards of social and environmental impact. Hope was also recognized as Best for the World Honoree in 2018, 2019, and 2021 for its positive impact on the community.

Who are we looking for?

We are looking for creative, innovative, collaborative, and problem-solver interns who are excited about to work independently in a fast-paced and entrepreneurial environment.

- Excellent track record of academic achievement, and/or proven record of leadership in school or through extracurricular activities
- Demonstrates exceptional analytical and quantitative problem-solving skills
- Go-getter and collaborative

The opportunity:

The Sales and Business Development Intern will be part of our dynamic Sales and Business Development team in charge of selling Hope in a Bottle, Not Just Tubig and Hope in a Box.

You will have the opportunity to work on a broad range of responsibilities from customer business development, account management, sales coverage and planning, business analytics and reporting with special focus on modern trade or distributor management. Responsibilities will include:

- Linking the sales team to potential partners
- Identifying potential partner channels/industries
- Researching on contact details of potential partners
- Assist in processing Order-to-Cash related deliverables (Order processing, Returns processing, Report generation)

Candidates must be taking up Economics, Marketing, Entrepreneurship, Business Administration, Sustainability, Environmental Science, or any related courses.

This is a remote internship and will be working with the team based in the Philippines.

For interested applicants, you may email your CV / resume to internships@generationhope.ph.