

Junior Business Builder Intern

Company Overview:

Fugro, the world's leading Geo-data specialist, is dedicated to creating a safe and liveable world by supporting our clients in designing, building, and operating assets safely, reliably, and sustainably. We contribute to the global energy transition, safe infrastructure, urban and coastal resilience, and protection of the natural environment. Our innovative solutions and ground-breaking technology keep us at the forefront of the industry.

Role Overview:

We are seeking a highly motivated **Junior Business Builder Intern** to join our team on an exciting new **marine-related project**. This role is ideal for fresh graduates or students about to graduate, particularly those with backgrounds in **Engineering, Biology, or Oceanography**. You will play a key role in identifying market opportunities, developing business models, and driving the initial stages of business growth. Initially, you will work with publicly available data, and later manage new data influxes as the service evolves.

Key Responsibilities:

- **Market Research:** Conduct comprehensive market assessments to identify opportunities and challenges within the marine sector.
- **Business Development:** Assist in developing and refining business models and go-to-market strategies.
- **Stakeholder Collaboration:** Collaborate with cross-functional teams to ensure alignment and successful project execution.
- **Partnership Building:** Help establish and maintain relationships with key partners and stakeholders.
- **Innovation:** Contribute creative ideas to drive business growth and success.
- **Project Management:** Support project management activities as the service grows and evolves.
- **Lead Generation:** Assist in developing strategies to generate new leads and expand market reach.
- **Initial Sales Efforts:** Participate in initial sales efforts and secure the first customers.
- **Pricing Models:** Help create pricing models and commercial propositions.

Skills and Qualifications:

- **Analytical Skills:** Strong ability to analyse market data and business models.
- **Entrepreneurial Mindset:** Proactive and innovative approach to business development.
- **Communication Skills:** Excellent ability to present ideas and communicate effectively.
- **Industry Knowledge:** Interest in marine-related services and emerging market trends.
- **Educational Background:** Degree in Engineering, Biology, Oceanography, or related fields.
- **Project Management:** Basic project management skills to support project execution.

Role Objective:

The primary goal of the Junior Business Builder Intern is to identify viable business opportunities, develop strategic plans, and drive the initial stages of business growth, ensuring a solid foundation for scaling new ventures in the marine sector.

Why Join Us:

- **Innovative Environment:** Work in a dynamic and innovative team dedicated to creating impactful solutions.
- **Career Growth:** Opportunity to develop your entrepreneurial skills and contribute to cutting-edge projects.
- **Global Impact:** Be part of a company that is leading the way in geo-data and environmental sustainability.

Job Type: Internship, 6 months, paid