



## **Business Development Intern**

We are seeking a highly motivated and organized individual to join our team as a Business Development Intern. The intern will assist the business development team in identifying and pursuing new business opportunities, as well as supporting the team in maintaining and growing existing client relationships.

You will join a talented, mission-driven team to revolutionize the Climate tech space. This is an opportunity to be exposed to the latest solutions in Climate tech and engage with industry experts and participate in meaningful change that will transform current processes in green technology.

Pantas is transforming how businesses measure, manage and disclose their carbon emissions. We are setting a new standard in carbon accounting for enterprises.

### **Why Pantas?**

Pantas is a newly formed tech startup founded by 3 Malaysians with combined work experience of over 30 years in Finance, Hedge Fund, Investment Banking, Management Consulting, Software Engineering and Startup in New York City. Their track record includes the successful sale of a data analytics startup to Bain & Company (US).

Pantas' investors include VCs based in Silicon Valley and private equity and hedge fund investors based in US, Europe, Hong Kong and Singapore and one of the largest conglomerates in Southeast Asia.

Pantas operates similarly to a US-based startup and offers its team members a sense of ownership regardless of rank. It is a fast-paced organization with a flat management structure that focuses on enabling its team members to succeed in their careers.

This role is for you if:

- Climate technology excites you and you want to do something meaningful and transformative with technology
- You are positive, self-driven and hungry to learn
- You understand the power of collaboration and thrive in a team environment

What's in it for you?:

- Develop the necessary skills to achieve growth related KPIs for Pantas
- Conduct research to further develop the product and the system outputs
- Assist with crafting newsletters and blog posts on topics relevant to sustainability
- Assist in putting together podcasts, such as conducting research, writing scripts, hosting, recording and editing the podcast
- Play a role in obtaining and conducting outreach to potential clients, partners and media houses
- Assist in conducting marketing activities and providing support to marketing initiatives

What we are looking for:

- Analytical and detail-oriented individuals with the ability to analyze and assess datasets/research to develop thoughtful insights
- Ability to work in a fast-paced environment, all while being flexible
- Self-starter (proactive and independent) with a proven ability to prioritize different assignments and communicate timelines to meet deadlines
- Thrive in a collaborative environment
- Ability to think outside of the box and creatively problem solve
- Experience in working cross-functionally across multiple stakeholders
- Excellent written and oral communication in English to translate the data into valuable insights

We would love to see:

- Previous internship experience is a plus
- External courses or certifications (self initiated learning will also be taken into account)
- Previous leadership roles
- Participation in co-curricular activities or volunteering
- Any prior knowledge, experience or interest in carbon emissions

We celebrate diversity at our company and are proud to be an equal opportunity employer. We do not discriminate on the basis of race, religion, color, national origin, gender, age, marital status, sexual orientation or disability status.

If you are interested in learning more about the role, find us at [pantas.com](https://pantas.com) or feel free to reach out to us at [jobs@pantas.com](mailto:jobs@pantas.com) for further information.