



JUNIOR CONSULTANT FOR THE PLEDGE™ ON FOOD WASTE (INTERNSHIP)

Are you looking for your next career move with a deeper sense of PURPOSE?

- You're a business hotshot interested in having an impact beyond profits, in an environment where your ideas become projects?
- Ready to join a fast-growing start-up dedicated to addressing 3 major UN Sustainable Development Goals, think different and rewrite the rules?

So Speak Out, and Get In Touch!

LightBlue is a UN awarded Best Small Business and a for-profit social enterprise with a vision to reconcile sustainability with business excellence. We have developed FIT Food Waste Monitoring Technology and methodologies to minimize food waste for international hotel groups, restaurants, international organizations, government agencies, and higher education.

The PLEDGE™ on Food Waste is a Third-party Certification and Benchmarking system designed for restaurants, restaurants of hotels and canteens to cut on food waste, save on costs and stand out from the crowd. ([Click](#) for more info)

What are we expecting from you?

Business Development (50%) :

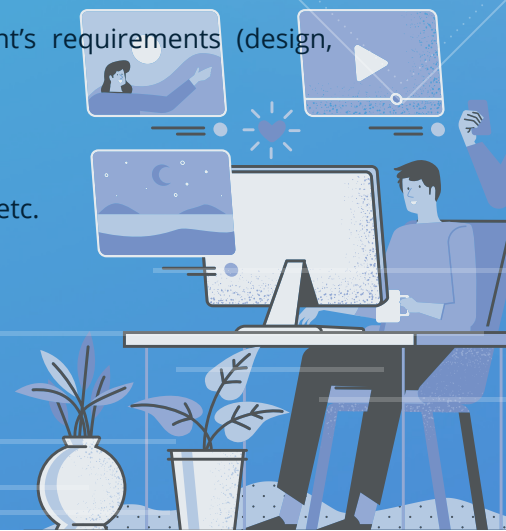
- Identify existing business opportunities and manage the business development process from prospection to closing deals
- Keep up-to-date with latest trends and market movements to explore new opportunities for business development (market research, trends & publications analysis, events etc.)
- Fine tune sales materials and tools (e.g. sales material, CRM)

Customer management (25%) :

- Be the main contact point between the PLEDGE and:
- Direct customers (manage all the process from request for interest to post certification)
- Accredited consultants and representatives (animate the network)
- Partners (academics, food waste solution providers, etc.)
- Organize and execute assigned business projects according to client's requirements (design, preparation, implementation and follow up)

Administration (25%) :

- Prepare and follow up invoices, payments, contracts, proposals, MOUs, etc.
- Adjust and follow-up financial projections
- Ensure the online platform is up-to-date and always accessible
- Suggest and lead regular criteria review



Who are we looking for?

- Humility and eagerness to learn and grow, ability to work independently
- Great knowledge of social media and digital marketing
- Truly interested in creating marketing content to support sustainability and awareness raising
- Excellent conduct of English (verbal and written)
- Great knowledge of MS Office
- Graphic design software — Canva, Adobe Illustrator, Adobe Photoshop
- Preferred soft skills – Organized, Creative, Daring, and very reliable

**You don't fit these requirements but feel it's for you?
send us a 3 min video explaining why YOU are the one.**

What do you get from us?

- A remarkable professional reference working with an esteemed organization
- Free training to Food Waste Prevention Online Course (Certificate of Proficiency provided)
- Opportunity to participate in hands-on food waste prevention projects, whenever necessary

Stipend: 200-400 USD/ month depending on qualifications

Starting date: ASAP, minimum 6 months

Working location: Bangkok - Silom (preferred) or remotely

*The candidate needs to have his/her own laptop, and to reasonably adapt to LightBlue's working hours (9am-6pm Bangkok time, GMT+7)

Ready to take a career leap?

Send us a cover letter AND your resume to both
chompoo@lightblueconsulting.com and Yatawee@lbec.info.

Only full applications will be assessed!

Helping to achieve the UN SDGs
since 2012

