

BUSINESS DEVELOPMENT INTERN (FINANCE)

Finance | Institutional Relations | Business Development

Company Details

Company: Special Situation Advisors (India) Pvt. Ltd.

Location: On-site / Client site work – Navi Mumbai

Office Address: 1030, J-Block, Akshar Business Park, Plot No. 03, Sector 25, Vashi, Navi Mumbai – 400703

Stipend: ₹7,000 per month

Positions Open: 4 Interns

Duration: 6 Months

About the Company

Special Situation Advisors (India) Pvt. Ltd. is a financial advisory firm working closely with banks, NBFCs, and financial institutions in structured finance and special situations. We actively engage with institutional decision-makers and support complex financial transactions.

About the Role

This is a high-responsibility, communication-driven internship. The role involves initiating structured institutional outreach, identifying potential opportunities and supporting in building a strong business pipeline in coordination with the senior leadership team.

If you are ambitious, confident on calls, and serious about building a career in finance or institutional sales — this role gives you real frontline exposure.

Key Responsibilities

- Connect with banks & NBFCs across India and introduce advisory services confidently.
- Generate and qualify institutional leads.
- Maintain structured call trackers and follow-up pipelines.
- Research lenders and identify key decision-makers.
- Build and update institutional databases.
- Assist in scheduling meetings and preparing institutional presentations (PowerPoint).
- Generate weekly reports and performance summaries.
- Work closely with senior management on data insights.

Language Requirement (Mandatory)

- 1 Intern: Tamil + English + Hindi
- 1 Intern: Marathi + English + Hindi
- 2 Interns: English + Hindi

Strong verbal and written communication skills are essential.

Who Should Apply?

- Fresh graduates or students pursuing B.Com, B.A, BBM, BMS
- Confident and energetic communicators.
- Comfortable speaking with senior professionals.
- Proactive and disciplined.
- Skilled in MS Excel & PowerPoint.
- Ready to travel for business meetings within and outside Mumbai.

What You Will Gain

- Direct exposure to banks & financial institutions.
- Institutional business development experience.
- Real corporate communication skills.
- Hands-on exposure to structured finance ecosystem.
- Potential full-time opportunity based on performance.