

Business Development Intern

Location: Singapore

Starting date: Jan 2026

Type of contract: Long-Term internship (6 months)

Our Company

Headquartered in Paris, TERAQ is a global consulting and engineering company involved in energy efficiency and green building engineering for 30 years. Created in 1993, TERAQ is one of the pioneers of energy-saving and sustainable buildings. The group's core value is to reduce the impact of buildings on the environment. With a team of 90 multidisciplinary engineers, TERAQ is a leading independent French green building engineering company active in Asia since 2008 and worldwide. TERAQ has expanded rapidly in Southeast Asia with offices in Ho Chi Minh, Singapore, Thailand and Kuala Lumpur.

Terao operates on the whole building life cycle, from design (green building specifications, energy efficiency design, and calculation, etc.) to operation and maintenance (energy audits, certifications in operation, ...) across sectors.

Since 2022, TERAQ is part of the Endena Group.

TERAQ capabilities include the following:

- Sustainable Design Solutions for new constructions and renovations
- Environmental Certification Management for new construction and existing buildings (LEED, BREEAM, HQE, WELL, etc.)
- Building Simulations (Thermal Modeling, Daylight Simulations, CFD, Wind Modeling, etc.)
- Energy Audits & Energy Management at Asset & Portfolio level
- Confort Improvement Audits
- Specific Studies (Carbon Footprint Study, Life Cycle Assessment, etc.)
- Operation Optimization (ISO 50001, Energy Management & Reporting, etc.)

Position Overview:

- Under the direct responsibility of the Asia Business Development Director & supporting the Asia Managing Director (based in Singapore), the Business Development Executive undertakes the following main tasks:

Job responsibility:

Sales Activities Development for TERAQ:

a. Client Identification

- Create a target list of potential clients using industry databases.
- Identify decision-makers for outreach.

b. Outreach & Relationship Building

- Initiate contact through networking and cold outreach.
- Schedule introductory meetings to understand client needs.

c. Opportunity & Proposal Development

- Assess client needs during meetings to identify collaboration opportunities, with support of senior staff.
- In collaboration with relevant dept., develop tailored proposals that highlight TERAQ's value.

d. Event Participation

- Participate in seminars & networking events.
- Engage with business associations to build visibility.

e. Data Management

- Support in the setting up of the new CRM system
- Input sales data into CRM systems for tracking, generate business analytics.
- Update databases with new leads, market information and meeting notes.

f. Other

- Support other key areas with proposal editing
- Mini-market studies on specific sectors or topics
- Support the marketing activities: social media, Marketing Presentations updates, identification of events

Requirements

- Last year of University/Business School – bachelor's or master's degree
- Past internships in BtoB Sales
- Already in the region or relevant past experiences in the region.
- Excellent level in English, both written/spoken. Another European foreign language is a plus.
- Solid experience in the use of MS Office
- Strong command of Excel and data management
- Familiar with CRM tools
- Autonomous, Organized, with good command of time & priority management
- Open-minded personality with a strong desire to learn
- Ability to work within an international and multicultural team
- Willing to travel (if required)
- Interest in the Sustainability industry is a must

Benefits

- Attractive Internship allowance;
- Potential employment after the internship;
- Opportunities for professional skills improvement;

- Passionate, talented, young, and driven colleagues;
- Having the opportunity to work in a dynamic, multinational company environment
- Free snacks, tea, and coffee for a tea break on a regular basis.

If you are interested, please send your resume to: ale@atixis.com; glemoinescelles@teraoasia.com ;