

## JOB DESCRIPTION

Position	Corporate Development Associate/Intern
Department	Corporate Strategy & Development
Reporting To	Vice President, Corporate Strategy & Development
Subordinate(s)	--
Shift(s)	--

The Corporate Development Associate as an individual contributor is dedicated to building Sentient's partnership ecosystem with Government agencies, technology partners, research partners and platform API contributors. He/She is expected to work closely amongst a team of interns to support the Vice President of Corporate Strategy & Development within Corporate Strategy and Development (CSD) in market research, plan and set business directions for Sentient's strategic growth plan and company valuation.

## DUTIES & RESPONSIBILITIES

1. Be proactive in developing mutually beneficial partnerships with other startups, technology companies and strategic alliances in these areas:
  - a. 3rd party AI microservice contributors
  - b. joint R&D
  - c. government programs for startups
  - d. accelerator programs
2. Be part of planning the strategic growth path with an eye on the value and benefits brought in by ecosystem partners
3. Provide support in writing business plans,
4. Support in departmental general administration work, e.g. contracts/agreements, grants, business proposals etc.

## LEARNING OUTCOMES & OBJECTIVES

1. Participate actively with proposals in the area of ecosystem building initiatives and drafting roadmap to create valuable partner relationships.
2. Identify and bring onboard technology partners for joint research and platform partners as AI microservice contributors.
3. Draft proposals for business and investment pitch materials where applicable.
4. Support the general administrative work of the department

## ARCHETYPES OF THE SUCCESSFUL CANDIDATE

1. Self-starter with strong interest in a startup ecosystem.
2. Knowledge in basic programming and/or computer science is an added advantage.
5. Possesses sound knowledge and interest in technology
6. Possesses business acumen, i.e. able to rapidly develop understanding of and respond to diverse business situations
7. Strong proficiency in presentation skills. Strong in developing presentation materials and good oratorically in English.
8. This is a three-month traineeship position.

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Corporate Development is the visionary and a cornerstone to the Sentient business roadmap, ensuring the development of partnerships and alliance as well as relentlessly addressing key business circumstances. Those with strong business acumen or entrepreneurship spirit with a keen knowledge in technology startups will find this role interesting. If you have the desire to excel in a dynamic and challenging environment, you may very well be who we are looking for. Work with great minds, creativity and ingenuity.