



## **Business Development and Partnerships Associate ( 1+1 year program ), Etsy, India**

### About the role

The Business Development and Partnerships Associate will report to the Head of Business Development and India Managing Director and assist with seller acquisition through partnerships with various organizations like industry organizations, seller community platforms, content platforms and service providers. It's a 1 year program, ideal for those contemplating a masters' in business. It is extendable by 1 year on mutually acceptable terms This will give you a unique opportunity to contribute significantly to the early growth story of the India office of a globally established brand with a social mission.

Stipend: ~ 8 L per annum

1. Assist in creating a large pipeline of potential high quality sellers for offline acquisition team by initiating and managing partnerships.
2. Assist in developing business strategy documents on seller and buyer acquisition.
3. Assist in pursuing and establishing critical commercial partnerships

This is a full-time role located in Delhi. This role will may involve some business related travel.

### About you:

- You have 2+ years of experience in consulting, business operations or business strategy
- You have affinity for numbers and the ability to use data to make informed decisions. You have a passion for Etsy, crafts, entrepreneurship, online communities and new media/technology.
- You think big and creatively whilst maintaining great attention to detail and scalability of initiatives.
- You're ready to roll up your sleeves and do what it takes
- You have excellent communication skills (verbal and written)

Interested in working with us? Send us a cover letter and your resume at [sbanda@etsy.com](mailto:sbanda@etsy.com) explaining why you'd be great for the job. We value your unique talents and point of view, so feel free to tell us what you are all about. If you have an online presence (blog, Twitter, Facebook), send it along.