

As an international cooperation enterprise for sustainable development with worldwide operations, the German government owned Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH operates on behalf of German Ministries, the governments of other countries and international clients. GIZ has a record of more than 60 years working in Thailand.

For the regional project component “Collaborative Actions for Single-Use Plastic Prevention in South-East Asia (CAP SEA)”, implemented in Thailand, Malaysia and Indonesia, we are currently looking for an Intern.

## **Intern**

Team 6B of the Lab of Tomorrow Innovation Workshop Series, now known as Lilo and currently supported by the GIZ-CAPSEA project, is developing a waste-avoidance-driven app which will connect customers to eco-friendly cafés, in an effort to shift public mindset away from disposables and shift the default to multi-use ware in cafés, restaurants and drink shops.

Our objective is to test the app prototype with both food-and-beverage business owners and potential app subscribers (henceforth called “café owners” and “customers” for brevity) with the final outcome being onboarding partner cafés and attracting customers.

### **Duties**

- You will develop your own strategy to research the market for potential partner cafés, proactively contact café owners and build relationships.
- You may develop your own sales presentation, or use the existing one.
- You will communicate with café owners through both telecommunications and meet them in person to introduce the Lilo app, obtain feedback and bring them onboard as partners.
- As the point of contact for partners, you will show them how to use the app and advise them on the best solutions to prevent single-use waste within their premises.
- You will share best practices and build community between partner cafés.
- There will be challenges. It will be your job to communicate those challenges to the team so that we can solve them together. You may be asked to develop staff training materials and/or train café staff.
- Besides verbal communication with café owners, staff, and the Lilo team, your written bilingual skills will occasionally be needed for translating text.
- You will mostly be stationed in Bangkok, but you may also travel around Thailand from time to time, namely tourist areas, to research their Lilo potential and assist in identifying point persons outside of Bangkok.
- You may be asked to develop and implement customer testing strategies to receive feedback on the app, including sourcing and managing volunteers.
- Cooperate with your team to research accounts, identify stakeholders/decision-makers and generate interest about Lilo.
- You will work with weekly and monthly targets.

## **Qualifications**

We are looking for a strategic thinker who is self-driven, organized and can work well both independently and with a small team. You should have strong communication and interpersonal skills and feel comfortable approaching people via social media, email, phone and face-to-face. Fluency in Thai and Intermediate English is needed for this position. As you will be representing the brand, you should be outgoing and have a positive attitude with a genuine interest in protecting the environment.

A university or college degree in the areas of sales, marketing, service-delivery, hospitality and/or sustainability are preferable.

Ideally you have experience in sales. Experience in the food or tech industry is a plus.

## **Timeframe**

This is a 6-month internship. Start to work as soon as possible.

Please submit your cover letter and CV to [chattayada.pattaragulwanit@giz.de](mailto:chattayada.pattaragulwanit@giz.de). The deadline for application is 25th November 2020. Only shortlisted candidates will be contacted.

GIZ Thailand is an equal opportunity employer and actively encourages gender diversity within the company and operations.

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<https://www.youtube.com/channel/UCeyVDmQIGbPvII5Ccob91JQ>

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