



Business Development & Growth Intern

Startup Growth, Business Development & Market Intelligence Intern

- **Company:** Vardhnova Biotech Private Limited
- **Industry:** Food & Beverage, Nutraceuticals R&D
- **Work Mode:** Hybrid
- **Work Location:** IIMT BIF, O pocket Ganga Nagar, Meerut, 250001
- **Engagement:** Unpaid Startup Internship / Voluntary Growth Associate
- **Duration:** Minimum 12 Months
- **Opportunity Type:** Performance-Based Business Development + Startup Exposure

Date: 26/08/2026

Website: www.vardhnova.in

About Vardhnova

Vardhnova Biotech is a research and R&D partner working with the Food & Beverage, Nutrition and Nutraceutical industry.

We work around areas such as:

- New Product Development
- Food & Beverage R&D
- Product Formulation & Optimization
- Market & Consumer Research
- Technical Research Intelligence
- Product Validation & Quality Support
- Nutrition-focused Product Development

Our team members get direct exposure to real startup building, market development, client interaction and business decision-making.

Role: Growth, Business Development & Market Intelligence Intern

Total Roles: 5 Candidates

We are looking for ambitious students, freshers and early-stage professionals who want to understand how a real B2B R&D business is built from the ground up.

Eligibility

- **MBA / BBA / B.Com / Any Graduation(Freshers are welcome)**
- Media & Journalism graduates/candidates
- Marketing, Sales, Management, Communication or related backgrounds
- Good communication and willingness to learn
- Interest in startups, business and the Food & Beverage industry

1. Business Development (Role 1)

- Identify potential clients in Food, Beverage, Nutrition, FMCG and related industries.
- Build and maintain prospect lists.
- Find startups, manufacturers, brands, D2C companies, restaurants, food businesses and entrepreneurs requiring R&D support.
- Initiate professional communication with potential clients.
- Understand client requirements and identify possible R&D opportunities.
- Support proposal preparation and business discussions.
- Generate qualified leads and business opportunities.

2. Sales & Public Dealing (Role 2)

- Communicate with prospective clients through calls, email, LinkedIn and other professional channels.
- Understand client pain points and business requirements.
- Explain Vardhnova's R&D capabilities professionally.
- Coordinate between prospects and the internal technical/R&D team.
- Participate in client meetings and discussions where appropriate.
- Develop professional B2B communication and negotiation skills.

3. Market Observation & Market Study (Role 3)

You will be expected to actively observe the market and identify:

- Emerging food and beverage trends
- New product launches
- Consumer preferences
- Pricing trends
- Competitor positioning
- Product gaps
- Nutrition trends
- New business opportunities
- Potential R&D requirements of companies

The objective is not just to sell services it is to understand where the industry is moving.

4. Market Campaigns (Role 4)

Team members may contribute to:

- B2B outreach campaigns
- LinkedIn campaigns
- Email campaigns
- Industry networking
- Product/R&D awareness campaigns
- Lead-generation campaigns
- Startup and entrepreneur outreach
- Market research campaigns

5. Research & Business Intelligence (Role 5)

Depending on your background, you may also work on:

- Industry research
- Competitor research
- Customer discovery
- Market mapping
- Business opportunity analysis
- Literature/journal research
- Research communication
- Industry reports
- Product trend analysis

Candidates may also work across multiple functions depending on startup requirements.

What You Will Get

Because Vardhnova is currently initially stage, this is structured as an unpaid startup internship/voluntary engagement rather than a conventional salaried position.

However, selected members can receive:

Real Startup Exposure

You may get exposure to:

- Real client requirements
- Business development
- B2B sales
- Market research
- R&D projects
- Product development
- Client communication
- Startup operations
- Team building
- Industry networking
- **Founder-level decision making**

Performance-Based Opportunity

If a team member independently generates a qualified business opportunity and the opportunity successfully converts into a project/deal with Vardhnova, the member may be eligible for a

pre-defined performance incentive/commission, subject to the company's applicable terms and verification of the contribution.

There is no guaranteed monetary compensation for participation alone.

12-Month Growth Track

The engagement is designed as a long-term startup exposure program.

Members who successfully complete the agreed engagement period and meet the applicable performance/participation criteria may receive:

- Certificate of Work/Internship
- Experience Letter
- Role & responsibility recognition
- Documented startup exposure
- Performance recognition
- Recommendation/reference, where appropriate

Certificates and experience documentation will be based on actual participation, responsibilities and performance and are not automatic solely because of registration in the program.

Important Note

This opportunity is intended for individuals who genuinely want to learn and contribute to an early-stage startup.

It is not a guaranteed employment position or salaried job.

The role involves active contribution, self-learning, market exploration and execution. People looking only for a certificate without meaningful participation are not the right fit for this opportunity.

Ideal Candidate

“If you can find an opportunity, understand the market, talk to the right person and convert that conversation into a real business opportunity you can create significant value here.”

We are looking for builders, not just interns.

Send your CV@ 9520248616, info@vardhnova.in

Learn → Explore → Connect → Build → Sell → Create Opportunities → Grow With A Startup

Vardhnova Biotech Private Limited
Food & Beverage • Nutrition • R&D Partner

Authorised Signature

Mr. Sheelvardhan(Founder & Director)

VARDHNOVA BIOTECH PVT. LTD.

Director

Date:26/08/2026