

## **Internship Vacancy - Entrepreneurship Business Models Analysis**

Location – Amsterdam, The Netherlands

Type – Internship

Contract – temporary, full time or part-time

Posted on – 10<sup>th</sup> August 2023

Starting date – September 2023 (flexible)

### **Profile**

Max Foundation is looking for an intern to assist the team in analysing the various business models that Max Foundation has supported/incubated over the years. The intern will be supported and supervised by a portfolio manager in the Netherlands team, and work in close cooperation with our teams in Bangladesh, Ethiopia, and the Netherlands. The assignment will include desk research as well as other survey methods (questionnaires, interviews, focus group discussions...) and will eventually result in a stocktake and analysis of the most effective business models.

### **Max Foundation**

Max Foundation is a global non-governmental organization dedicated to providing every child with a healthy start in life. We operate in Bangladesh, Nepal and Ethiopia. We integrate safe water, sanitation, and hygiene (WASH) with nutrition & food security (FNS) and maternal care interventions, leading to scalable innovative solutions that have a lasting impact on children's health.

We design approaches and interventions that are adaptable based on the local context and needs. We continuously learn and are not afraid to adapt our methods when our data, firming up by scientific evidence, and experiences tell us that another way is more effective.

We believe that the most effective solutions are driven by communities, entrepreneurs, and local government themselves. By empowering each party to play its role, we sustain our interventions, maximize our impact and ensure that every child has the chance to thrive.

### **Business models**

On one hand we stimulate demand creation and behavioral change for better WASH and improved Food & Nutrition Security (FNS) for child health, while on the other hand we

enhance the supply and diversity of FNS and WASH related products and services by strengthening entrepreneurship and access to finance in the communities.

Therefore, over the last years Max Foundation has supported various business models and ideas and implemented market-based approaches to enhance community access to WASH and FNS related products and services and thereby improving child-health. Our business models vary from a social enterprise that delivers piped water solutions to households to micro entrepreneurs selling hygiene products or nutritious food products.

Max Foundation wishes to gain a better insight into the feasibility and scalability of the applied business models on the one hand and assess the accessibility and affordability of the business services and products offered (especially for low-income households) on the other hand. Moreover, Max Foundation is keen to understand how it can best enhance the capacity and negotiating power of micro entrepreneurs to interact with actors in their supply chain.

### **Main responsibilities**

The intern will undertake the following activities:

- Take stock of and analyze all relevant business (and supply chain) models applied in Max Foundation programmes Bangladesh and Ethiopia and group these in different categories, i.e.
  - Social enterprises
  - SMEs
  - Micro entrepreneurs/informal enterprises
- Conduct a desk review to identify similar business models applied by companies or NGOs in similar contexts. Analyze the strengths and weaknesses of these business models and compare them to the Max Foundation's business models, also considering the objectives of the enterprises for which these business models have been developed.
- Analyze the feasibility / effectiveness of the business models per category and assess their potential to be replicated or scaled.
- Provide recommendations for improving or scaling the business models, which can be implemented by Max Foundation in the short or medium term.

- Develop a final survey report and / or slide deck with key findings and recommendations.

The intern will apply a combination of research methods like desk research, questionnaires, interviews, focus group discussions, etc. to gather the required information.

#### Required skills

- Excellent oral and written English language skills.
- Strong analytical, mathematical and research skills
- Relevant experience in business model development and / or analysis.
- Strong interpersonal cross-cultural communication skills.
- Ability to work independently and in a team setting.
- Interest in and knowledge of international development context and entrepreneurship preferably in the domain of Health, WASH and FNS.

#### **Commitment** - *internship duration and work hours*

We're looking for a master's student or recent graduate (holding a bachelor's degree) in (business) economics or marketing to start in September 2023 (flexible) and commit to working 4 or 5 days per week for a period of 4 to 6 months. The team has a hybrid working schedule, 2 days per week in our office in Amsterdam, and the rest from home.

#### **Compensation**

This is a great opportunity to gain experience at an international NGO with an ambitious mission. You will not only gain practical experience and knowledge, but you will also have the opportunity to cooperate with our colleagues and partners in Bangladesh and Ethiopia and to expand your network. A monthly internship allowance will be paid based on a 5-day workweek. Travel costs are refunded.

#### **Contact us**

For more information about our work, please visit our website:

[www.maxfoundation.org](http://www.maxfoundation.org).

Send your CV and cover letter to [leen@maxfoundation.org](mailto:leen@maxfoundation.org) and [asana@maxfoundation.org](mailto:asana@maxfoundation.org) by 30<sup>th</sup> august 2023 (applications will be handled on a rolling basis).