

# Business Development Intern

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## 1. The Company

B. Accountability helps companies **generate value for both business and society** by providing them with expert management and consulting services related to corporate sustainability.



- ◆ Boards have strong influence in the corporate world
- ◆ Less than 1/3 of the 600 largest US companies engage their boards on sustainability
- "Director training" is mainly available on a local scale, while the most pressing business issues are global and complex by nature

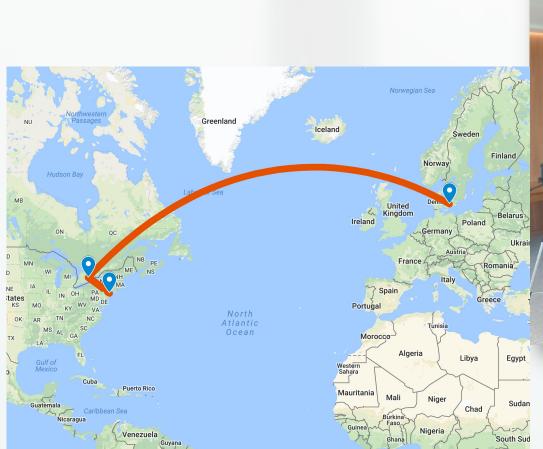






## 5. The Outcomes

- ◆ Travelled **13,198 KM** in total to interview leading business minds in Europe, USA, and Canada
- Recorded +350 minutes of insight from interviews
- Handpicked numerous clips and produced 4 main videos for the business launch
- ◆ Created marketing and website content, worked with web developers, video editors, and producers leading up to business launch







### 7. The Extras

- Wrote 3 articles; published in Ethical Corporation and IR Magazine
- Evaluated a client's sustainability report for alignment with GRI Standards
- ◆ Attended RIA Conference 2018 and learnt more about the responsible investment industry



Design and develop a corporate "Board Program", along with a new consulting brand, aimed at **engaging Board of Directors** and executives on sustainability and other critical modern-day issues.



- ◆ Gather the most cutting-edge insight through video interviews with top business minds from different areas in the world
- ◆ Design a modular video program, accessible online, where board members can receive knowledge from other leaders, at their own convenience
- ◆ Diffuse content and **build a "Competent Boards" community** through various online platforms ("Director database", webinars, social media groups)

#### 6. The Lessons

- ◆ The corporate world is in transition and the business
  case for sustainability gets stronger by the day
- ◆ Networks are one of the most valuable assets
- ◆ Video production requires an acute balance of meticulousness and thinking on your feet
- Project management: Expect the unexpected and be persistent
- ◆ Details. Details.







