

INTERNSHIP OPPORTUNITY AT HAILSTONE INNOVATIONS

Organized by ALIMS School of Business Placement Cell

We are pleased to announce internship opportunities at **Hailstone Innovations**, a leading player in the engineering and industrial solutions sector. This is a valuable opportunity for students to gain hands-on industry experience and develop their career path with a reputed organization.

Application Deadline: 09th April

Location: Pan India (BBA) & Palakkad (MBA)

For BBA Students

Position: Graduate Apprentice Trainee (GAT) – Business Development

Reporting To: Business Development Manager

Key Responsibilities:

- Liaising and negotiating with prospective customers to close business deals
- Coordinating pricing and proposals with technical teams
- Generating leads through cold calls, emails, social media & events
- Conducting market research and maintaining client relationships
- Tracking sales activities and presenting performance metrics

Skill Requirements:

- Excellent communication and presentation skills
- Familiarity with CRM tools and MS Office
- Industry exposure in heavy equipment manufacturing is a plus

Advantage: Fluency in **Hindi** is a key advantage for this role.

For MBA Students

Position: Management Trainee

Reporting To: Department Heads

Key Responsibilities:

- Participate in structured training across departments
- Analyze operations and recommend improvements
- Assist in design, documentation, and stakeholder reporting
- Collaborate with cross-functional teams and ensure safety compliance
- Engage in workshops, seminars, and skill development initiatives

Skill Requirements:

- Excellent verbal and written communication
 - Strong analytical, documentation, and teamwork skills
 - Proficiency in data tools, MS Office, and business reporting
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How to Apply:

Submit your updated **resume** to the **Placement Cell** at :placement@alims.co.in

Deadline: 09th April

For more details, contact the Placement Office.