

Think School Assignment: Sales & Business Development Role

OVERVIEW

We're hiring a **smart, persuasive Sales & Business Development professional** who knows how to open doors, pitch sharp ideas, and close deals that grow Think School's impact.

This is not about mass spamming or fluffy brand decks — it's about building *real trust* and showing *real value* to partners.

GOAL OF THE ASSIGNMENT

To evaluate your ability to:

- Understand Think School's audience & positioning
 - Spot *real* partnership or revenue opportunities
 - Craft a **clear, practical pitch deck** for a potential sponsor, brand partner, or B2B client
 - Structure your pitch to persuade, not just inform
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BD PITCH DECK

Your task:

- Build minimum of 10-12 **slide deck** that shows:
“How you would pitch Think School to a specific brand for a collaboration or sponsorship deal.”

What to do:

- Pick a *realistic* target: e.g., an edtech company, a business tool, a smart finance brand, any partner who makes sense for Think School's audience.
- Build the deck as if **Think School is pitching that brand directly** make it feel real.

- Show **who we are & who watches us**.
 - Explain **why this brand is a fit** — what unique angle we bring.
 - Outline **what the collaboration could look like** (sponsorship, co-branded series, integrated content, lead gen, etc)
 - Suggest **next steps** — a clear CTA or how we'd move the deal forward.
 - Keep slides sharp — think *real pitch*, not a generic info dump.
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SUBMISSION FORMAT

- Upload your final deck as a **Google Drive link**.
- Name your file: `[YourName]_ThinkSchool_SalesBDPitch`
- Submit the drive link in the typeform.