



## 6 Months Business Developer, German Market Internship

LANBD2601

### **PLEASE READ CAREFULLY BEFORE CONTINUING.**

ESPA or European Student Placement Agency is a recruitment agency whose goal is to find high quality internships for European students and recent graduates in the UK. We work closely with our host companies to ensure the positions provide the candidates with a great experience, both professional and personal.

**REQUIREMENTS:** ESPA vacancies are open to all EU passport holders able to travel to the UK for an educational work placement, without the need for visa documents. You have to still be a student or have graduated in the last 12 months. Any student who is unsure of their visa situation should check with their university before applying.

**BENEFITS:** All ESPA's services are **free** for students and alumni. The benefits are:

- 1) Paid Accommodation.
- 2) Paid Utility Bills (electricity, gas, water and council tax) + Internet Access
- 3) Commuter travel to work (accommodation will be found within an acceptable commuting distance from the workplace, if that requires more than a sensible walk then a bus/train ticket will be provided).

This will be sourced and managed on your behalf by ESPA. **These benefits have an approximate value of 700€-1000€ per month (depending on location).**

There is no salary over and above the benefits offered, unless specifically stated.

To know more, please visit: [www.espauk.com](http://www.espauk.com)

## The Host Company

The company specializes in the sale of stoves and associated chimney linings, as well as installation services. They operate in 8 countries across Europe including the UK, Scandinavia, Italy, France, Poland and Russia. Although fierce competition occurs within its markets, this company succeeds due to highly mastered technical skills and quality products

## Role

This company want to further develop its European markets especially the German-speaking markets of Germany, Austria and Switzerland. The Business developer role encompasses all commercial functions required to enhance revenue of a specific market. Within a friendly environment, the intern will be considered as a real business developer acting in support to the sales manager.

The successful candidate will be results driven, ready to develop his marketing as well as negotiation skills

## Duration

6 months

## Location

Birmingham, the second largest British city (about 1 million residents), is considered as the main city of industrial revolution. Besides its historical legacy, this city aims at taking into account the quality of life of its inhabitants as it was ranked 51th city in the world in Mercer quality of Living Survey (2014). The company is based 25km south of the city centre.

## Languages

A native German speaker. The student is required to be fluent in written and spoken English.

## Start date

End April/beginning May

## Tasks

- Targeted to research new markets and help arrange meetings with new clients.
- Create leads
- Translation and customer service support
- Manage the customer relationship
- Prepare meeting documents and note taking duties.
- Represent the company at key industry events, exhibitions and trade shows.
- General office administration

## Personal Skills

### Essential:

- Proven track record in marketing, business development.
- Excellent telephone manner
- Ability to find relevant information to address the target market
- Excellent communication skills
- Good organisation
- Ability to work on own initiative
- Willingness to travel to Germany
- Confidence to deal with and sell to business & retail customers

## How to apply

**STEP 1)** Please, register with us at <http://www.espauk.com/students/register-with-us>

**STEP 2)** Please, send an email to [accounts@espauk.com](mailto:accounts@espauk.com) with the reference code **LANBD2601** attaching your CV as a pdf file. A cover letter is always helpful.

## Are you eligible?

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