



6 Month Business Developer UK market

GRABD1604

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 in the UK. We work closely with our host companies to ensure the positions provide students 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: ESPA is free for students. Accommodation, utility bills, TV Licence, Internet Access and UK commuter travel to the place of work will be paid for by the host company. This will be sourced and managed on your behalf by ESPA. **These benefits have an approximate value of 600-700€ per month, which is more than the average salary for an intern in most EU countries.**

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

To know more, please visit: www.espauk.com

The Host Company

This company provides communication technology for small businesses. Their goal is to become one of the best-rated small business communications and connectivity providers in the UK.

Role

The Business developer role encompasses all commercial functions required to generate annually agreed volumes through the sale of all company's products to businesses. Within a friendly environment, the intern will be considered as a real sales person acting in support to the account manager.

Duration

6 months

Location

Bath. A world-heritage city in the South West of England which hosts two great universities. With a truly international feel it has wonderful cultural experiences and is just 1.5 hour train journey from London and a 15 minute train journey from the vibrant city of Bristol.

Languages

Excellent spoken and written English (B2/C1)

Start date

As soon as possible

Tasks

- Through outbound sales enquiries, promote the company products and services, selling the benefits to prospective customers and closing deals
- Achieve agreed phone activity KPIs
- Maximise lead conversion rates by following up leads to an agreed SLA and communicating the correct sales value propositions for each sector
- Targeted to research new markets and help arrange meetings with new clients.
- Represent the company at key industry events, exhibitions and trade shows.
- Ensure that internal systems are kept up to date and used effectively to drive sales performance
- Ensure timely and accurate completion of all documentation and records on company information systems
- Maintain a high level of professionalism at all times

Personal Skills

Essential:

- Professionalism - Result driven orientation, Ability to work under pressure, Self motivation and highly autonomous.
- Sales skills - High level of negotiation skills, Excellent phone communication skills. Effectively closes sales on day to day basis, achieving sales targets and consistently meeting KPI's
- Teamwork- Ability to work in partnership with the account manager.
- Problem solving - Confident and diligent.
- Time Management - Have good time management, with an ability to prioritise.
- Analytical skills.

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 madeline@espauk.com with the reference code GRABD1604 attaching your CV as a pdf file. A cover letter is always helpful.

Are you eligible?

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