



6 Month Business Developer, European Market Internship

PICEM3006

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.**

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

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

The Host Company

The company specialize in the sale of new and used surplus telecommunications and data equipment. They operate worldwide. The office based in Bristol focuses on EMEA markets plus Russia. Although fierce competition occurs within its markets, this company succeed due to highly mastered negotiation skills.

Role

This company want further develop its European market and/or Arabic market.

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 sales person acting in support to the international account manager.

The successful candidate will be results driven, ready to develop high negotiation skills and able to work under pressure.

Duration

6 months

Location

Bristol, the biggest city of the west of England, is a very young city where the company's team is keen to show you around.

Languages

Fluent in written and spoken English.

Start date

As soon as possible

Tasks

- Create leads.
- Cold calling / e-marketing.
- Buying equipment.
- Manage the customer relationship.
- Targeted to research new markets and help arrange meetings with new clients.
- Represent the company at key industry events, exhibitions and trade shows.
- General office administration.

Personal Skills

- Result driven orientation.
- High level of negotiation skills.
- Ability to work in partnership with the account manager.
- Ability to work under pressure.
- Excellent phone communication skills.
- Confident and diligent.
- Self-motivation and highly autonomous.
- Have good time management, with an ability to prioritize.
- Analytical skills.
- Competent in Microsoft Office/Word/Excel.

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 **PICEM3006** attaching your CV as a pdf file. A cover letter is always helpful.

Are you eligible?

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.