



## 6 Month Market Research & Business Developer Assistant Internship

ATL2804

### **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](http://www.espauk.com)

## The Host Company

This company works with leading players in digital media, ad-tech and related sectors to enable them to successfully expand internationally. This company helps others to gain geographic expansion and get access to new customers and partners so their clients can protect their flank against emerging competitors.

They have done business across two continents, working with top digital start-ups and global media companies so they have knowledge about how things should be done in both sides, US and Europe.

The successful candidate will work in a co-working space surrounded by many digital start-ups who are keen to share ideas.

## Role

The main role is to discover additional potential clients through market research in the US and Europe. You will also assist with customer relationship management and other administrative tasks associated with customer contact. Market research in American and European markets, daily business development contacts and assistance with administrative and management tasks will be main duties to develop in this internship opportunity.

## 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

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

## Start date

Middle to the end of June.

## Tasks

- Market research of new potential clients (start-up forums, exporting forums)
- Create a standard communication package to reach out to those companies
- Generating a list of prospects for client business development
- Sales prospecting: American companies that sponsor European events but don't have presence yet in Europe
- Managing deal activities, and sales pipeline
- Administrative work

## Personal Skills

- Good internet research skills
- Excellent telephone manner
- Ability to use Microsoft Office, Google suite
- Good organisation
- Ability to work on own initiative

## 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](mailto:madeline@espauk.com) with the reference code **ATL2804** attaching your CV as a pdf file. A cover letter is always helpful.

## Are you eligible?

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