



## Sales and Business Development Internship

CAPSA2610

### **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).**

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

### **EXTRA BENEFITS:**

As most of European grants are no longer than 6 months the host company has agreed to offer also a payment of £350 per month in the **second half of the internship** (months 7 to the end) in addition to the regular benefits.

## The Host Company

Ambitious, rapidly growing technology company based in Fareham/Hampshire, specialising in the design, manufacture and supply of specialised computer equipment. The company are looking for an under-graduate or a recent graduate to support the Sales and Business Development team.

## Role

We currently have an exciting opportunity within our host company's Campaigns and Business Development team in regards to your placement year at University. You would be working and learning alongside a highly experienced and dynamic team, who will provide excellent training and support along the way as you develop your skills in a support position in Sales and Business Development. Your daily role will include you researching and approaching new markets, forging relationships with new business opportunities and attending exhibitions throughout the UK and possibly abroad in order to prospect and create partnerships with companies in particular sectors.

If you have the drive and passion to succeed, we would like to hear from you.

## Duration

6, 9 or 12 months. 12months preferred.

## Location

Fareham, Hampshire. Market town at the north-west tip of Portsmouth Harbour, between the cities of Portsmouth and Southampton in the south east of Hampshire, England. It gives its name to the borough that comprises the town and its surrounding area.

## Languages

English should be high B2 or C1 at least – Any Nordic languages will be a plus (Swedish, Finnish, Danish, Norwegian, Icelandic.)

## Start date

As soon as possible.

## Tasks

- Undertake market research to define target suspects for business-generation campaigns along defined vertical sectors or target product groups.
- Proactively call suspects to create a pipeline of interested prospects.
- Engage in relationships building to take identified targets from suspect to prospect.
- Make appointments for face to face meetings for Field Sales.
- Proactively research and develop an appropriate level of Customer business intelligence & requirements.
- Participate in the recordkeeping of marketing and engagement information on a central CRM system.
- Participate in the creation & distribution marketing collateral to continue to strengthen the company's voice in the market.
- Attend exhibitions aimed at relevant sectors to introduce the company as a company to new business opportunities.
- Undertake the above activities across a UK and pan European target set.

## Personal Skills

### Essential:

- Ability to confidently engage with a range of people, including new business opportunities by being able to articulate yourself fluently on the phone.
- Knowledgeable and competent user of Microsoft Pack (Word, Excel, PowerPoint, etc).
- Ability and desire to learn new systems and processes (specifically CRM Package and Sales & Marketing processes)
- Good communicator both verbal and written.
- Organized, adaptable, team player. Positive and enthusiastic with ambition to drive the business forward.

### Desirable:

- Competent communicator with proven ability to actively and effectively communicate and engage internal and external stakeholders at all organizational levels.
- Education target Degree in a Business Development or Business Management related subject.
- Previous experience in a Marketing/Business Development Environment.
- Some work experience in a technology related field
- Flexibility & willingness to adapt to the needs of an SME size business.
- Any "Nordic" languages : Swedish, Finnish, Danish, Norwegian, Icelandic.

## 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 **CAPSA2610** attaching your CV as a pdf file. A cover letter is always helpful.

## Are you eligible?

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