



6 Month Business Developer, French and Italian Markets Internship

(LANBD0612)

PLEASE READ CAREFULLY BEFORE CONTINUING.

European Student Placement Agency, Ltd (ESPA UK) 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 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 be a registered student and/or have Erasmus+ status to be eligible for our internships. Any student who is unsure of their situation should check with their university before applying. Non-EU students can also apply if they are studying in the EU and can get an Erasmus+ grant/status for the entire length of the internship.

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

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 Italian and French-speaking markets. 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 French or Italian speaker, with a good level of the other language. The student is required to be fluent in written and spoken English.

Start date

January/February 2017

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

- 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
- 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 apply@espauk.com with the reference code **LANBD0612** attaching your CV as a pdf file. A cover letter is always helpful.