



Apply here

Start date

As soon as possible

Duration

6 months

Languages

Good spoken and written English levels are required (B2 onwards)

Location

Belfast, Northern Ireland

Belfast is the capital city of Northern Ireland and over recent years has seen a period of significant regeneration and growth. The birthplace of the Titanic, this vibrant city has a buzzing nightlife and social scene with many cultural events taking place throughout the year. Close to beautiful countryside and the famous Giant's Causeway, Belfast has something to suit all tastes.

Are you eligible?

Are you a registered student?

Or

Are you eligible to participate in the Erasmus+ programme?

Benefits

See website for details of all ESPA benefits. For all internships over 6 months, additional benefits will be paid. Details available at interview.

Role

This is an exciting opportunity for a confident communicator interested in gaining practical Sales and Business Development experience with this established Print Solutions company. Mentored throughout and using your skills to full effect, you will assist this family run company to grow throughout Ireland and the UK whilst maintaining their commitment to service excellence. This internship is a great opportunity to gain practical skills in a real business environment, providing a great addition to your CV and enhancing your career aspirations.

Tasks

- Creation and implementation of a clear and consistent follow up process to ensure opportunities with new and existing customers are fully capitalized
- Assisting with planning strategic, in person, cold calling techniques to target our audience and promote our products with energy
- Preparing quotes and proposals
- Proposing lease applications
- Inputting information gathered from calls/ meetings into CRM system
- Handling incoming sales calls / emails and enquiries for the Sales team
- Making outbound calls to client and prospect base
- Managing appointments for the Sales Team

Personal Skills

- Degree in a Business-related subject
- Previous sales and business development experience (Not compulsory)
- Enthusiastic and positive character with a progressive nature
- Self-starter with entrepreneurial desire
- Excellent communication and interpersonal skills
- Strong customer facing and public presentation skill
- Commercially aware with desire to work in a busy and diverse environment.

The Host Company

Established in 1976, this family run company started supplying traditional typewriters and desktop calculators. Now, 40 years on, they are one of the leading suppliers of digital print and document management solutions to organisations ranging from SME's to larger Government & Public Bodies. With their commitment to service excellence, this host is sure to attain its goal of becoming one of the major UK players.