



ESPA Sales Support Internship (COUSS1204)

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Start date

Flexible

Duration

6 months

Languages

Fluent in English plus Spanish or German

Location

Dublin, Ireland

This lively capital city of Ireland, with its warm welcome, has something for everyone. With its seamless blend of classic visitor sights, excellent social life and the natural playgrounds of Dublin Bay and the Dublin Mountains surrounding on all sides, living in this city will be a real adventure and truly fulfilling experience.

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 fantastic opportunity for a technically minded, confident individual, to gain practical experience in the field of Sales Support with this host for their cloud-based spending solutions platform. Mentored throughout within the Pre-sales Support Team, you will assist the Solutions Consultants, who provide technical and functional expertise during the sales process to exemplify why their platform is the optimal spend management solution for their business compared with other market offerings. This internship is a great opportunity for personal and professional development within this international organisation.

Tasks

- Provide Sales Support for the Solutions Consulting team including, but not limited to; configuration, demo system maintenance, master data creation, RFP (request for proposal) Responses, PowerPoint creation, prospect documentation and troubleshooting
- Act as a liaison with Operations to ensure issue escalations are resolved efficiently for Solution Consultants
- Execute on internal scaling activities to help the organisation become more efficient as we grow, including maintaining demonstration scripts and training sales staff to give simple product demonstrations
- Provide strong technical understanding of our product and the sales demo architecture, in cross-functional project teams, to support the success of sales cycles
- Partner and align with resources from other departments within the organisation
- There will be a specific intern project focused on product quality

Personal Skills

- Studying for a degree in Business or would suit an IT student with an interest in Sales
- Problem solver
- Attention to detail and the ability to quickly assess problems and apply workable solutions
- Strong written and interpersonal communication skills
- Initiative to increase personal knowledge and improve skills
- A passion for innovative ideas, coupled with the ability to understand and assimilate different points of view
- Experience creating instructional materials including technical writing, presentations and screencasts is a bonus
- Excellent time management and ability to work with minimal supervision.

The Host Company

The host company is a world leader in the provision of unified cloud Spend Management Solutions for medium and large size enterprises that typically operate on a global scale. The software platform provides greater visibility into and control over how companies spend money, achieving significant savings and driving profitability. Since its launch, this platform has helped customers globally to bring billions of dollars in cumulative spend under management. Expanding rapidly, this host is seeking talented individuals join them in their success.