



# ESPA

## Business Development and Market Research Internship – German Speaker (BCBDG1809)

[Apply here](#)

**Start date**  
Flexible

**Duration**  
6 months

**Languages**  
Fluent German and good spoken and written English levels are required (B2 onwards)

**Location**  
**Cardiff, Wales**  
Cardiff is the Capital city of Wales. It is a highly desirable and modern city to work and live, offering a bustling and exciting lifestyle of shopping, sport, high-tec industry and social experiences coupled with unrivalled countryside and a famously warm welcome.

**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 a fantastic opportunity for a proactive individual to use both their language and communication skills and play a major role in assisting the host company establish its niche products in the German marketplace. Mentored by the Sales Director, you will assist with research into German market trends, identify prospects and initiate contact. This incredible experience will include opportunities to accompany the Sales Director visiting companies and closing-out deals, making this an excellent addition to your Business Development CV.

### Tasks

- Market Research; online and telephone
- Creating and maintaining databases of new contacts
- Making first calls to prospective clients
- Drafting and distributing targeted mailings; online and hard copy
- Providing linguistic support to the Sales Manager during visits to potential clients

### Personal Skills

- Degree in Business, Marketing, Market Research or similar.
- Good communication skills, verbal and written, in English and German
- IT literate
- Strong time management and organisation skills

### The Host Company

You will be working for a designer, manufacturer and supplier of personal survival and protective equipment for the military and humanitarian aid agencies. Since its creation in 1854 this host company has been developing pioneering innovations that have helped generations of armed forces personnel, seafarers, aid workers and adventurers operate and survive in some of the world's harshest environments. This UN registered company can boast over 200 NATO approvals and 2 Queen's Awards for Export Achievement.