



### Apply here

#### Start date

Early 2019

#### Duration

6 months

#### Languages

English should be B2/C1 to be able to record data correctly and interact professionally with colleagues

#### Location

Reading,

This increasingly important centre for business and development is a bustling mix of clubs, eateries and shops. It also offers sporting opportunities across the spectrum and has a diverse multicultural and welcoming reputation

#### 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 great opportunity for a confident, dynamic and tenacious individual interested in a practical Business Development role with a well-established and expanding company. Mentored throughout, you will assist in sourcing and developing new business opportunities, primarily from targeted branded manufacturers. Working within a highly driven team, you will be speaking and presenting to prospective clients daily. This is a great chance for development both professionally and personally and will be an invaluable addition to any CV.

#### Tasks

- Sourcing leads against agreed target companies using a range of web tools such as LinkedIn and Xing and engaging directly over the phone
- Creating impactful sales material to grab the attention of prospects and instigate initial engagement with target companies
- Delivering initial product demos to convey the value proposition of the company's solutions
- Working closely with the Marketing team to develop specific collateral
- Ensuring all communication is kept up to date and all internal stakeholders are kept up to speed with progress using tools such as Salesforce and Groove

#### Desired Skills

Essential:

- Fluent spoken and written French and/ or German and English B2/C1
- Ability to communicate in a concise and impactful manner
- Can-do attitude and willingness to take on a challenge
- Self-starter
- Quick learner
- Team player

Desirable personal attributes:

- Interest or experience working in FMCG and/ or ecommerce
- Strong listening
- Ability act and adapt based on feedback
- Enjoys working in a fast moving environment
- Open to try new approaches and ways of working
- Sense of humour

#### The Host Company

The host company is the leading global provider of eCommerce intelligence for global brands and retailers with prestigious clients including Mars, L'Oreal and Heineken. Providing manufacturers with critical eCommerce insights, they assist in enhancing their online sales and market positioning by delivering key online metrics, including pricing, product content, quality and search ranking in any country and from any online or multichannel retailer. Collecting online insights from 450 million product pages at more than 8,000 online retailers in over 50 countries worldwide every day, they are expanding rapidly and seeking dynamic individuals to experience their success.