



# ESPA

## Business Development Internship for Polish Speakers

(PICBD2311)

### Apply here

#### Start date

January 2019

#### Duration

6 months

#### Languages

Good spoken and written English levels are required

(B2 onwards)

Fluent Polish required

(C1 onwards)

#### Location

Nailsea, England

Nailsea is a town located in the county of Somerset, close to Bristol. It is well-known for its wildlife sightseeing including the Tickenham, Moors biological Site of Special Scientific Interest and Backwell Lake Local Nature Reserve.

#### 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 sales or business development person who is interested in brokering equipment selling to end users, helping with lead generation and marketing and project management. Mentored throughout, you will assist sellers across all stages of the sales cycle on a wide variety of tasks. This challenging internship will be a great boost to your personal development as well as your CV and career aspirations.

There is an opportunity, for the right person, to remain in the company full time, at the end of the internship.

### Tasks

- Lead generation and meeting setup
- Providing support to Account Manager
- Market Research online and by telephone
- Creating price offers
- Assist sales representatives in managing their orders
- Proactive contribution of ideas and solutions

### Desired Skills

- Degree in Business, Marketing, Market Research, Engineering or similar
- Confident and proactive
- Good communication skills, verbal and written, in Polish
- IT literate
- Strong time management and organizational skills
- Project management skills

### The Host Company

The host company is a leading global distributor of second-hand telecom and data equipment, backed by over 25 years of industry experience. Their exclusive Network Lifecycle Optimization Model offers sustainable solutions and services in reverse logistics and asset management to telecommunications service providers Worldwide.