



# ESPA

## Sales and Business Development Internship Spanish Speaker (LOWBDS1508)

[Apply here](#)

### Start date

Flexible

### Duration

6 months

### Languages

Good spoken and written English levels are required (B2 onwards) Spanish native speaker is a must

### Location

Lisburn, Northern Ireland

The host is based in Lisburn, 12km southwest of Belfast; the successful candidate will however live in Belfast and commute. 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. ESPA provides students to several host companies in Belfast, so there is a thriving intern community in the city

### 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 great opportunity for a proactive, confident Spanish speaking student to gain hands on experience in Sales and Business Development with this world leading supplier of commercial refrigeration. Mentored throughout, you will be part of their dynamic European rental team and will assist in a wide range of activities including selling their products in exhibitions and events through Europe, prospecting and relationship building with existing and potential clients, business development strategies and management assistance. This internship will be a great addition to the CV by providing a comprehensive business experience.

### Tasks

- Sell refrigeration and catering equipment rental services to exhibitions throughout Europe and the Middle East
- Develop and maintain customer relationships within the food exhibition industry
- Manage incoming enquiries for the European rental market, create quotations and close rental sales orders
- Assist with the implementation of new business development strategies
- Co-ordinate research into new rental markets relevant to the language geography and working directly with the European Sales Manager
- Account manage existing customer base relevant to the Spanish and international market
- Assist the European rental sales team with administrative duties
- Assist with marketing activities directed at developing the European market
- Attend events throughout Europe to obtain and maintain customer relationships
- Report on market activity on a regular basis
- Successfully achieve and exceed all rental and exhibition targets.

### Personal Skills

- Degree in Business, Marketing or other relevant
- Enthusiastic and positive character with a progressive nature
- Can work well as part of a team
- Good time management skills.
- Computer literate with ability to adapt to new software programmes
- Meticulous administration duties
- Good organisation skills
- Commercially aware with desire to work in a busy and diverse environment
- Ability and flexibility to travel and work outside regular working hours; weekend travel will be necessary

### Good to have

- Some commercial experience

### The Host Company

This organisation was founded in Ireland in 1977 and has grown to become the World's leading refrigeration, catering equipment and temporary kitchen rental company. Working in different markets all around the World, this company services all major food exhibitions, events, retailers and food producers with rental solutions and equipment sales through their strategically placed offices. They now have a World-renowned reputation for providing quality solutions to their customers. This host has provided ESPA interns with several rewarding experiences in the past few years.