



# ESPA

## 6 -12 month International Business Internship

(CRAIB2309)

[Apply here](#)

### Start date

As soon as possible

### Duration

6 to 12 months

### Languages

Advanced spoken and written German (C1) and English levels are required (B2 onwards)

### Location

#### Chippenham, England

Dating back to the 7th Century, the historical market town of Chippenham is one of the West Country's most vibrant towns with a good night life and plenty of places to eat. The surrounding area has beautiful stone-built villages, many of which have been used as locations in the making of films such as Harry Potter, The Wolfman, Warhorse and Stardust. Chippenham is on the mainline rail route from London Paddington to the West Country and just 10 minutes by train to Bath, making it an ideal location to explore the South and South West of England. You will never be short of things to do!

### 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 an enthusiastic individual to gain practical experience in a business environment with this world leader in vending machines. Mentored throughout by the Sales Manager, you will gain knowledge on sales processes, marketing, operations and client management. You will also support the team to liaise and co-ordinate customer requirements closely with other functions within the business and other manufacturing units. For the selected candidate this will be a great chance to showcase your talents and develop both personally and professionally.

## Tasks

- Build and maintain relationships with prospects and customers in Continental Europe focusing on German speaking countries
- Manage the complete flow from prospect order to delivery for the assigned territory
- Be the main contact for the German market, providing assistance and answers to enquiries
- Follow-up on the marketing campaigns, communicating with customers to obtain feedback and opportunities
- Participate in continuous improvement with suggestions for the inside sales process
- Support different departments within the company including, marketing, production and finance

## Personal Skills

- Studying for a bachelor or master's degree in business or having a high interest in the field
- Customer service orientation
- Excellent communication skills
- Knowledge of CRM
- Ability to build relationships at all levels
- Analytical approach to problems
- Excellent team player

## The Host Company

This host is the leading global manufacturer of innovative solutions for vending machines, cashless systems, software and wireless communications. With a rich history spanning more than 80 years, the brand name has become synonymous with vending durability and reliability. As a pioneer of vending, they continually seek out new ways to enhance how operators and consumers interact with their machines.