



ESPA

Business Development Internship (Spanish Market)

(BAMBDES0907)

Apply here

Start date

Flexible within the next 3 months

Duration

6 months

Languages

Fluent in Spanish

Good spoken and written English levels are required (B2 onwards)

Location

Northampton, England

Northampton dates to 914 and has a population of over 200,000. Regarded as the "shoe making capital of the world" it is home to several international footwear manufacturers. Boots for Darth Vader, and shoes for James Bond and Prince Charles have all been made here. A busy city with a buzzing nightlife and social scene, there will be plenty to keep you occupied. Northampton is also centrally located to explore the country.

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 Business orientated student to gain practical experience in this fast-growing international brand leader in the reusable nappy market. Mentored throughout, you will work within the sales team to identify retail opportunities for the host within the Spanish market which will include councils, nurseries, and independent retailers to major supermarket chains. So, if you are hungry to learn and have a keen passion for business, negotiation, and sustainable products, then apply today for this exciting opportunity. ESPA has provided many successful internships for this host company.

Tasks

- Secure meetings and build relationships with new and existing Spanish retailers
- Investigate new sales revenue options in Spain
- Provide market insight of the Spanish consumer
- Understand the brand to enable you to pitch host products to various retailers
- Check online listings and ensure that product ranges are being optimised to their full potential.
- Facilitate and translate meetings with potential retailers

Desired Skills

- Studying for relevant Business degree
- A solution focused approach and able to 'think on your feet.'
- Excellent communication skills
- Highly motivated and energetic about making a positive difference

The Host Company

The host company is an international brand leader in the cloth nappy market. They are actively persuading parents across the globe to change from using disposable to reusable, washable nappies. From a small company originally set up in the English countryside, they now sell their nappies and accessories to parents worldwide. They are now seeking dynamic, enthusiastic individuals to help them grow in key European markets.