



# ESPA

## Business Development Internship (German Speaker)

(RADBD0910)

### Apply here

#### Start date

March 2021

#### Duration

6 months

#### Languages

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

#### Location

##### [Portsmouth, England](#)

Portsmouth is a dynamic and vibrant waterfront city. From the naval and maritime heritage, to towering [world-class visitor attractions](#); museums and galleries; unique [shopping destinations](#); great [food and drink](#); and miles of beautiful waterfront. There are lots of [things to do in Portsmouth](#), with [magnificent museums](#), live music venues, contemporary art galleries, two cathedrals, a diverse literary heritage, [nightlife, festivals and countless events](#) throughout the year

#### 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 confident Business Developer, to use your natural charm and passion for people, to drive business, as the host company enters new territories and verticals. As an engineer of opportunities, you will work closely with the directors and product team with product research, sales and services to gather information about and understand the evolving needs of the market and help shape the position and execution of the launch to drive sales. This host is a powerhouse of innovation and talent and this opportunity will provide an impressive addition to your CV and boost to your career.

### Tasks

- Own and manage marketing for a handful of specific software products and modules
- Develop new sales opportunities and relationships with external industry experts
- Create content that evidences the value of the software for, blog posts, social media, discussion sites
- Demonstrate products on-site at customer offices or remotely via webcast

### Desired Skills

- A self-starter, with a wide range on online marketing skills
- Excellent communication skills both verbally and written
- Technology advocate with an Interest in SaaS business
- Quickly able to become product aware; understanding it from the customer's perspective and identify features that can be translated into marketing benefit
- Understand financial impact and value to translate into business growth
- Competence in Microsoft Excel and regular reporting
- Ability to embrace change.

### The Host Company

The host is an enthusiastic and passionate team of business leaders, software engineers, UI experts and marketing professionals. This established web development company has a reputation for technological excellence and expertise in finding creative solutions for their customers. Keeping up to date with the latest pioneering trends they build and market, user friendly, engaging products, websites and e-commerce applications along with scalable cloud and mobile Apps to meet the demands of thousands of simultaneous users, using bleeding-edge technology. Having developed a range of products, services and brands both internal and client-based, they are a full-service agency, able to consult and deliver on aggressive growth strategies for any online business venture.