



ESPA

Market Research and Sales Support Internship(Remote working) (COUMR1512)

[Apply here](#)

Start date

Flexible

Duration

6 months

Languages

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

Location

[Dublin, Ireland](#)

This lively capital city of Ireland with its warm welcome has something for everyone. With its seamless blend of classic visitor sights, excellent social life and the natural playgrounds of [Dublin Bay](#) and the [Dublin Mountains](#) surrounding on all sides, living in this city will be a real adventure and truly fulfilling experience.

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 fantastic opportunity for a confident business student, to gain practical experience in the field of account development with this host for their cloud-based spending solutions platform. Mentored throughout, you will conduct research in key accounts alongside account development representatives, in order for them to make the most optimal sales approach. This is a great opportunity to develop your research skills, a must if you are seeking a career in sales or business development.

Tasks

- You will conduct research in key accounts
- In addition, you will work with marketing to aid the follow up of inbound leads relating to events, trade shows, website visits, chat, and 3rd party sites
- Use search engines, LinkedIn and other systems to identify prospects most likely to be interested in buying the host's software
- Help the account development representatives' profile important prospect accounts by honing your research skills across the Internet

Desired Skills

- Studying for a degree in marketing, International Business or other relevant.
- You must be a confident self-starter and goal orientated
- Excellent communication skills
- Ability to carry out detailed research work
- Disciplined to work remotely

The Host Company

The host company is a world leader in the provision of unified cloud Spend Management Solutions for medium and large size enterprises that typically operate on a global scale. The software platform provides greater visibility into and control over how companies spend money achieving significant savings and driving profitability. Since its launch this platform has helped customers globally to bring billions of dollars in cumulative spend under management. Expanding rapidly, this host is seeking talented individuals join them in their success.