



ESPA

Marketing Internship – Lead Generation

(HUMILG2711)

Apply here

Start date

ASAP

Duration

6 months

Languages

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

Location

[Bristol, England](#)

Bristol is the largest city in the South West of England. It has a strong reputation for creativity, digital innovation and social enterprise, and is the home of Oscar-winning Wallace and Gromit and urban [artist Banksy](#). Offering a lively nightlife, bars and restaurants aplenty, musical diversity and many historical sites. Now you can even [surf](#) here! In 2017, The Times newspaper voted it 'Best Place to Live in the UK'.

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 creative and inquisitive, marketing student to evolve this lead generation role. Mentored throughout, you will work within the sales team deploying your technical marketing skills to develop unique and innovative ways to warm up customer interest to the business with the end goal being a lead for the sales team. This fast-growing and expanding start-up has just been shortlisted for the 100 eCommerce Trailblazers award. So, if you want to be part of a young and vibrant team and gain hands-on experience of the future of e-commerce, apply today! This will be a rewarding experience and valuable addition to your CV.

Tasks

- Create leads, using LinkedIn, online research, email campaigns
- Research suitable email lists to purchase, for the sales teams
- Work with scrapers to scrape allowable and available data
- Use mailing tools to warm up leads for sales teams
- Conduct research to explore the best tools available, that could assist the sales team

Personal Skills

- Studying for a degree in business, marketing, market research or similar
- Creative, driven, self-motivated, inquisitive
- Excited at the prospect of researching and shaping the role
- Tech-savvy person, awareness of the variety of software tools to support sales teams
- Good communication skills, verbal and written, in English and your native language
- Team-working spirit and personality

Desirable

- Knowledge of e-commerce

The Host Company

The host is one of the fastest growing e-commerce fulfilment companies in the UK and have just closed a series A investment round. Their core focus is on global fulfilment and distribution and with their in-house development team, they offer solution integrations to suit all platforms. They are based in the UK but have big overseas expansion plans after experiencing 100% quarter on quarter growth over the past year. Over 450 retailers benefit from their service, with this number growing consistently. The average age in the office is early 20's and there are regular extra-curricular activities including sports teams and social events. This role could potentially lead to long term employment at the host company, within Bristol or your home country.