



6 Month Sales & Business Development, French speakers Internship

ALFFR1201

PLEASE READ CAREFULLY BEFORE CONTINUING.

ESPA or European Student Placement Agency is a recruitment agency whose goal is to find high quality internships for European students and recent graduates in the UK. We work closely with our host companies to ensure the positions provide the candidates with a great experience, both professional and personal.

REQUIREMENTS: ESPA vacancies are open to all EU passport holders able to travel to the UK for an educational work placement, without the need for visa documents. You have to still be a student or have graduated in the last 12 months. Any student who is unsure of their visa situation should check with their university before applying.

BENEFITS: All ESPA's services are **free** for students and alumni. The benefits are:

- 1) Paid Accommodation.
- 2) Paid Utility Bills (electricity, gas, water and council tax) + Internet Access
- 3) Commuter travel to work (accommodation will be found within an acceptable commuting distance from the workplace, if that requires more than a sensible walk then a bus/train ticket will be provided).

This will be sourced and managed on your behalf by ESPA. **These benefits have an approximate value of 700€-1000€ per month (depending on location).**

There is no salary over and above the benefits offered, unless specifically stated.

To know more, please visit: www.espauk.com

The Host Company

This international company counts with boarding schools in many different countries around the world. Its success relies on its international network that looks for high-calibre international students, it seeks an **enthusiastic and motivated marketing graduate to support the school's growth**. Global education management organisation with over 127 years of success in delivering Pre-Kindergarten to Grade 12 education. Established in the 19th century and designed to adapt to a changing world, this educational philosophy has driven the organisation in its efforts to transform the quality of education worldwide for more than a century.

Role

A Sales Development Representative is responsible for identifying and developing new business opportunities. This position requires someone who is confident, tenacious, highly organized, comfortable speaking and presenting to prospective clients, and prepared to be on a highly driven sales team crucial to the ongoing success of the company.

Duration

6 months. Potential for a full time job offer afterwards for the right candidate.

Location

Maidenhead is a large affluent town and stunning area in the Royal Borough of Windsor and Maidenhead, in Berkshire, England. It lies south of the River Thames (although at Maidenhead the river runs north-south so the town is in fact on its west bank). Maidenhead is 25.7 miles (41.4 km) west of Charing Cross in London (40 min by train to central London).

Languages

French speakers (native preferred) and English should be B2/C1.

Start date

As soon as possible. The host company is in a hurry to get a new intern for this position.

Tasks

- Calling on senior-level business staff, IT infrastructure staff and executives
- Understand and present Partner Channel product offerings and competitive advantages
- Working with Partner Channel to sell solutions based on our technology
- Identify new business opportunities by creating and implementing solution campaigns
- Uncovering, qualifying, defining, proposing and closing new sales orders in line with mutual business objectives
- High volume out bound calling into prospects
- High volume inbound lead handling

Personal Skills

Essential:

- Fluent French (native level) and English
- Self-starter with entrepreneurial desire
- Excellent communication and interpersonal skills
- Strong customer facing and public presentation skill
- Graduate
- Consistent over-achievement in relevant positions
- Some travel may be required for this role

Desirable personal attributes:

- Proactive and self-starting
- Strong interpersonal skills.
- Proactive and adaptable to new challenges
- Have the ability to exercise independent judgment
- Strong team player – fits in easily with wide range of personalities
- "Can-Do" approach to a wide and rapidly changing workload
- Excellent listener – encourages information from people
- Enjoy working in an informal environment with a "start-up" culture
- Willingness to work from time to time over extended hours in order to achieve goals set by immediate manager or demanded by key customers.

How to apply

STEP 1) Please, register with us at <http://www.espauk.com/students/register-with-us>

STEP 2) Please, send an email to apply@espauk.com with the reference code **ALFFR1201** attaching your CV as a pdf file. A cover letter is always helpful.

Are you eligible?

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