



6 Month Market Analysis and Business Development Incubator Internship

(CASMA2701)

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 in the UK. We work closely with our host companies to ensure the positions provide students 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.**

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

To know more, please visit: <http://www.espauk.com/>

The Host Company

Our client is a **world leader** in the field of **automotive and industrial lubricants**. The company is headquartered in the UK and operates directly in over 40 countries, employing approximately 7,000 staff worldwide. It works closely with leading industry OEMs (Original Equipment Manufacturers) including Audi, Ford, MAN, Honda, JLR, Volvo, Seat, Skoda, Tata and Volkswagen.

There is a significant opportunity to join a step out team, which is working on a new revolutionary technology that marks one of the most significant oil change innovations in automotive history. The system offers manufacturers and motorists three primary benefits in CO2 reduction, sustainability and servicing.

Role

The host company seeks to recruit a motivated and enthusiastic **Business Developer**, with a strong technical background or interest, who will **support the team working in the account planning, and offer development area**. The right candidate will be working and learning alongside a highly dynamic team, who will provide excellent training along the way as to develop skills in a support position in the **Market Research and Business Development field**. The daily role will include the intern researching new markets and applications, with the main aim of researching current and identifying new customers/stakeholders, for the company's new revolutionary product. The right candidate will work on challenging assignments and **receive the necessary training** and development for a successful and rewarding internship.

There is a **need of flexibility** to work and communicate in a team dedicated to innovation and new solutions development. The intern will be required to adjust to the quality standards required for real world application of the company's product.

This opportunity will be attractive to students who wish to **apply their specific skills and expertise in a progressive and demanding environment**.

Duration

6 months, starting in March 2016.

Location

The internship will take place in the **incubator start up office near Reading**.

Languages

Fluent in written and spoken **English (C1/ C2)**.

Tasks

- Undertake market research to define target prospects for business-generation campaigns along defined vertical sectors or target product groups.
- Proactively research and develop an appropriate level of Customer business intelligence & requirements.
- Analysis of data to find all the most strategic and exciting opportunities that are out in the market.
- Support in drafting/analyzing account plans, Profit & Loss statement, Business Model plans.
- Planned work to support the business development team in achievement of the technology adoption plan.
- Responsible for providing critical insights into the markets and customers identified, including technology strategy, vehicle product plans, adoption rates and organization charts.

Personal Skills

Essential:

- Self-starter with strong research capabilities
- Strong technical interest or background
- Knowledgeable and competent user of MS Office Pack (particularly Excel)
- Broad business administration/offer development
- Ability and desire to learn new systems and processes
- Organized, adaptable, team player. Positive and enthusiastic with ambition to drive the business forward

Desirable:

- Competent communicator
- Education target Degree in either a Technical or Business Management related subject.
- Previous experience in a Marketing/Business/Engineering Environment
- Work experience in a technology related field

How to apply

Please, send an email to monica.monzani@espauk.com with the reference code **CASMA2701** attaching your CV as a pdf file. A cover letter is always helpful.

Are you eligible?

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.