



## 6 Month Innovation Incubator Internship – Business Development

(IIIBD1008)

**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.

This will be sourced and managed on your behalf by ESPA. **These benefits have an approximate value of 1200€ per month.**

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

To know more, please visit: [www.espauk.com](http://www.espauk.com)

### The Host Company

There is a significant opportunity to join a step out **innovation and venture team** within a major corporation, operating in the field of **automotive and industrial lubricants**.

The innoVentures team is looking for 12 interns, who will be **part of an innovative team**, which has been running successfully for over three years building up a number of emerging businesses as well as an investment portfolio covering automotive and industrial sectors. The **focus** of the team is on the **long term** (5-10 years), **looking beyond the current products** and with the **aim of future proofing** the core business versus **long-term trends and potential market disruptions**.

### The Role

This opportunity will be attractive to **students who wish to apply their specific skills and expertise in a progressive and challenging environment** and with the **ability to think broadly and deeply** about the world; specifically the **rapidly emerging technologies** and the **social and environmental changes** that underpin many of the wider global market disruptions in evidence today. The team would be expected to find out: What do users value and engage with? How do they react to various service related offers?

The host company is looking for a strong candidate capable of performing **Business Development** activities. As part of their role, the successful candidate will act as a coordinator to help their team of talented students/recent graduates continue delivering positive inputs for the host company. A key feature of the role will be the ability to plan ahead, ensuring the identification of the right business opportunities. This role requires a high level of motivation and excellent communication and prospecting skills.

## Location

London.

## Start Date

Mid-September 2016.

## Duration

6 months.

## Languages

Fluent in written and spoken **English** (C1 min).

## Tasks

Along with other team members, the intern would be expected to:

- **Investigate the feasibility of new business ideas generated by current innoVentures members.**
- **Analyse the business and market opportunities** both globally and by market.
- **Develop a business strategy** for the future commercialisation of the product/service analysed.
- **Conduct research** to identify Business needs.
- **Identify and implement best practices**, and ascertain customer's future requirements.
- **Build meaningful and actionable research** on product development and enhance customer retention.
- **Set up and run test trials** to implement innovative ideas.

## Personal Skills

Essential:

- **Experience in B2B business development.**
- **Good organisation skills** and the **ability to work in teams.**
- **Good communicator**, both written and oral.
- **Prospecting skills.**
- **Excellent time management skills.**
- **Act as self-starters**, adaptive to change and can respond quickly and positively to revised scope and direction of activities.
- **"Can-do" attitude.**
- **Demonstrate high level of energy, drive, enthusiasm and commitment.**

Desirable:

- Willingness to be part of a progressive group of like-minded individuals searching for new ideas and developing new business models.
- Have a track record of successful teamwork with ability to work cross functionally.
- Passion for entrepreneurial environment.
- Ability to maintain focus on business goals during analysis / investigation.

## 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 [innovate@espauk.com](mailto:innovate@espauk.com) with the reference code **IIIBD1008** attaching your CV as a PDF file. A cover letter is always helpful.

## Are you eligible?

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