



6 Month Business and Innovation Internship

(CASBlo310)

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.

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.

The Host Company

Our client is a **world leader** in the field of **automotive and industrial lubricants**. The company works closely with leading industry OEMs (Original Equipment Manufacturers). There is a significant opportunity to join a step out **innovation and venture team** within this major corporation.

The "innoVentures" team is looking for 12 interns to form an open innovation incubator targeted at specific market 'territories' as a potential source of new business opportunities. The project is focused on:

- Providing sustainable solutions for consumers in the context of accelerated demand for mobility to make the world more environment-friendly.
- Creating a better mobility experience around the vehicle and independent of the vehicle.
- Looking for ideas that will transform the production and logistics process for the company's business customers.

The aim of the team is to further develop the innovative ideas of the previous intern group, continue the focus, build insight and develop proposals for potential businesses delivering revenue over the medium to long term.

The Role

This opportunity will be attractive to **students and recent graduates** who wish to apply their specific skills and expertise in a progressive and challenging environment. The candidates should have the ability to think broadly and deeply about the world, particularly 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?

Location

London.

Start Date

March-April 2017.

Duration

6 months.

Languages

Fluent in written and spoken **English** (B2 level onwards)

Tasks

- Analyse the business and market opportunities both globally and by market.
- Conduct research to identify Business needs.
- Identify and implement best practices, and ascertain customer's future requirements.
- Build a business driven and prioritised strategy plan to deliver an optimised customer experience.
- Build meaningful and actionable research on product development and enhance customer retention.
- Set up and run test trials to implement innovative ideas.

Personal Skills

- Excellent data analysis skills, able to maintain focus on business goals during analysis / investigation.
- The ability to understand the motivation and behaviour of the target group.
- Intense customer focus.
- Excellent communication skills.
- "Can-do" attitude.
- Fast learner.
- Good internet research skills.
- Good organisation skills and the ability to work in teams.
- Experience in consumer insights (B2B) would be a plus.
- Experience with survey tools, SPSS, Google Analytics (or similar) would be helpful.

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 with the reference code **CASBlo310** 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.