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**Start date**  
September 2017

**Duration**  
6 months

**Languages**  
English should be B2/C1

**Location**  
Bath, UK

A world-heritage city, based just next door to Bristol – UK's #1 start-up city – offers great network opportunities with Wales, North England and Greater London.

**Are you eligible?**  
Are you a registered student?

OR

Are you eligible to participate in the Erasmus+ programme?

## Role

We are offering a fantastic internship opportunity for a student looking for a business development experience. You will help us increasing our brand awareness throughout the UK with one main target: creating the best UK internships for international students. You will be trained on a successful business development methodology including product knowledge, need identification and negotiation steps. You will be using a world-known Customer relationship management system (CRM) and can adopt a multichannel approach to find more great UK host-companies. For that, you will work closely with the sales director, from the initial contact to the opportunity creation.

## Tasks

- Adopting a multichannel approach to increase our network of potential host-companies. Including social media, email, LinkedIn, phone, professional events,
- Branding and awareness-building by attending network events,
- Meeting potential clients by growing, maintaining, and leveraging your network,
- Researching and building relationships with new clients, identifying decision makers and opportunities,
- Visiting clients throughout the UK to develop relationships and create good quality internship opportunities for high-calibre international students,

## Personal Skills

### Essential:

- Enthusiastic and keen to learn about UK businesses,
- High level of energy, enthusiasm and commitment,
- Target-driven,
- Entrepreneurial mind-set,

### Desirable:

- Familiarity with CRM systems,
- An understanding of Recruitment/ HR processes and/or Business Development,

## The Host Company

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.