



## 6 Month Business Development Internship

ESPBD2809

### **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 (depending on location).**

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

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## Role

Due to the growth situation that ESPA is going through, we are seeking a strong candidate capable of performing **Business Development activities**. The intern will be working directly with host companies and managed by the founder and director of ESPA who has a proven track record in international business development. **Sales process training will be provided.**

## Location

Bath. A world-heritage city in the South West of England which hosts two great universities. It has wonderful cultural experiences and is just 1.5 hour train journey from London and a 15 minute train journey from the vibrant city of Bristol.

## Duration

6 months.

## Languages

High spoken and written English level is a must (C1/C2). Other language skills will be appreciated.

## Start date

As soon as possible.

## Tasks

Working directly with our managing director you will be able to conduct a varied commercial approach including:

- Research potential new host-companies
- Use professional social networks to reach decision makers
- Use social media to get relevant information
- Participate in networking events
- Participate in exhibitions
- Call target managers to set up appointments
- Face-to-face meetings
- Follow up leads
- Create attractive internship vacancy descriptions with host companies.

## Personal Skills

- Experience in business development in B to B
- Willingness to be a part of a varied sales approach
- Good communicator, both written and oral
- Excellent time management skills
- A willingness to learn and be part of a team
- Work to instruction and on own initiative
- Confident on the telephone.

## 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 [alex.fernandez@espauk.com](mailto:alex.fernandez@espauk.com) with the reference code **ESPBD2809** attaching your CV as a pdf file. A cover letter is always helpful.

## Are you eligible?

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