



## 6 Month Business Development Internship

**EVEBD1410**

### **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 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 (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

This start-up based in Bath, is developing a disruptive software in the **event management sector**. To support their rapid growth they are looking at a **Business Developer**.

## Role

The role primarily involves feeding the sales pipeline which means identifying the right people to contact on their contact list, managing email marketing campaigns, tracking and making second touch and other associated administration tasks.

## Duration

6 months

## Location

Bath. A world-heritage city in the South West of England which hosts two great universities. With a truly international feel 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.

## Languages

English should be B2/C1

## Start date

As soon as possible

## Tasks

- Identifying who to contact at a target prospect company
- Preparing and running the daily email marketing campaign
- Tracking responses to the daily campaign
- Following up on high value prospects
- Preparing and sending individual proposals to high value prospects
- Answering the sales phone line
- Writing social media postings - writing general social media postings to keep accounts looking active, based on news heard around the office
- Chasing invoices - reminding customers when invoices are overdue

## Personal Skills

### Essential:

- SME or Enterprise sales or business development experience
- Methodical, organized and research skills
- Persistence
- Rigorous attention to detail, whether in written, spoken or video communications
- Confident using the resources of the web to their full advantage
- Excellent spoken and written English
- Technically competent and comfortable using a mixture of cloud-based tools such as Google Docs and Google Sheets, social media, task management tools, Wikis, Helpdesk systems, Google Adwords, Twitter and Facebook

### Desirable:

- A strong interest in events and disruptive technologies

## 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 [apply@espauk.com](mailto:apply@espauk.com) with the reference code **EVEBD1410** attaching your CV as a pdf file. A cover letter is always helpful.

## Are you eligible?

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