



6 Month technical sales Internship

Ref: MBVTS3001

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: ESPA is free for students. Accommodation, utility bills, TV Licence, Internet Access and UK commuter travel to the place of work will be paid for by the host company. This will be sourced and managed on your behalf by ESPA.

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

To know more, please visit: www.espauk.com

The Host Company

This new lab and incubator develops disruptive products and services. By its new approach this company gathers original ideas, unique viewpoints and overlooked opportunities rather than mining every niche in the market.

Role

This company is looking for a tech-savvy salesperson to help to grow a business that covers a wide range of interesting products. The ideal candidate will be comfortable explaining cutting-edge technological products in a way that engages our potential customers and leads them to buy into the idea as well as the product.

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

Fluent in spoken and written English.

Start date

As soon as possible.

Tasks

Primary duties:

- Becoming and remaining knowledgeable about the products
- Identifying and researching potential customer organisations within pre-determined sectors
- Contacting leads and qualifying their potential as customer
- Establishing business needs and budgets at potential customers
- Reporting progress
- Feeding back market information to product managers

Secondary duties:

- Lead generation within potential customer organisations with external lead generation organisation support.
- Support product experts during sales meetings.
- Closing deals or price negotiations with management's support.
- Assist management identifying new sectors in which to look for potential clients

Personal Skills

Essential:

- Sales experience
- Experience working within structured and staged sales processes
- Are comfortable with numerical products
- Have good telephone manner and communication skills.

Desirable:

- Sales experience with the complex or technical products or services

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 madeline@espauk.com with the reference code MBVTS3001 attaching your CV as a pdf file. A cover letter is always helpful.

Are you eligible?

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