



## 6 Month Sales & Business Development, German Speakers Internship

(LOWGE0903)

### **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 organization was founded in Ireland in 1977 and have grown to become the **world's leading refrigeration, catering equipment and temporary kitchen rental company**. Working in different markets around the world (Beijing, Boston, Berlin, Belfast, etc) this company services all major food exhibitions, events, retailers and food producers with rental solutions and equipment sales through our strategically placed offices, providing an extensive and growing range of commercial display and catering equipment available, with a world renowned reputation for providing quality solutions to their customers.

## Role

This exciting company is seeking an enthusiastic sales intern to join their dynamic European rental team based in Northern Ireland. There is a wide range of activities within the sales & business development areas such as selling their products in exhibitions and events through Europe, prospecting and relationship building with existing and potential clients, business development strategies, management assistance, etc.

## Location

Lisburn, Northern Ireland, UK. It is 12 kilometres southwest of Belfast, capital and largest city of Northern Ireland with a population of 300,000.

## Duration

6 months

## Start date

As soon as possible.

## Languages

English spoken and written levels should be B2 onwards.

**German native speaker is a must**, Spanish or Italian language skills are a preference.

## Tasks

- Maintain and develop rental sales throughout with European customers.
- Assist the European rental sales team with administrative duties.
- Assist with marketing activities directed at developing the European market.
- Attend events throughout Europe to obtain and sustain customer relationships.
- Report on market activity on a regular basis.
- Successfully achieve and exceed all rental and exhibition targets.

## Personal Skills

- Previous sales and marketing experience. (Not compulsory)
- Enthusiastic & positive character with a progressive nature.
- Can work well as part of a team; with good time management skills.
- Computer Literate with ability to adapt to new software programmes.
- Meticulous with administration duties.
- Commercially aware with desire to work in a busy and diverse environment.
- Ability & flexibility to travel and work outside regular working hours; weekend travel will be necessary.

## 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 **LOWGE0903** attaching your CV as a pdf file. A cover letter is always helpful.

## Are you eligible?

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