

**ESPA**

Business Development Internship (PICBD1106)

Apply here

Start date

Flexible within the next 3 months

Duration

6 months

Languages

Fluent spoken and written English levels are required (C1 onwards)

Location

Working in [Nailsea](#) and living in Bristol

Bristol, England

Bristol is the largest city in the South West of England. It has a strong reputation for creativity, digital innovation and social enterprise, and is the home of Oscar-winning Wallace and Gromit and urban artist Banksy. Offering a lively nightlife, bars and restaurants aplenty, musical diversity and many historical sites, in 2017, The Times newspaper voted it 'Best Place to Live in the UK'.

Are you eligible?

Are you a registered student?

Or

Are you eligible to participate in the Erasmus+ programme?

Benefits

See website for details of all ESPA benefits. For all internships over 6 months, additional benefits will be paid. Details available at interview.

Role

This is a fantastic opportunity for a sales or business development person who is interested in brokering equipment selling to end users, helping with lead generation and marketing and project management. Mentored throughout, you will assist sellers across all stages of the sales cycle on a wide variety of tasks. This challenging internship will be a great boost to your personal development as well as your CV and career aspirations.

Tasks

- Lead generation and meeting setup
- Providing support to Account Manager
- Market research online and by telephone
- Creating price offers
- Assist sales representatives in managing their orders
- Proactive contribution of ideas and solutions

Desired Skills

- Degree in Business, Marketing, Engineering or similar
- Confident and proactive
- Strong communication skills, verbal and written, in English
- IT literate
- Strong time management and organizational skills
- Project management skills
- Sourcing and inside sales qualities

The Host Company

The host company is a leading global distributor of second-hand telecom and data equipment, backed by over 25 years of industry experience. Their exclusive Network Lifecycle Optimization Model offers sustainable solutions and services in reverse logistics and asset management to telecommunications service providers Worldwide.