



## Apply here

### Start date

As soon as possible

### Duration

6 months

### Languages

Good spoken and written English levels are required (B2 onwards)

### Location

Remote

### 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 role for a confident communicator, to gain a practical sales experience within this highly successful organisation specialising in spend management solutions. Mentored throughout, you will conduct research in key accounts alongside Account Development Representatives allowing them to make the most optimal sales approach. In addition, you will work with Marketing to aid the follow up of inbound leads, making this a pivotal role in building out contacts and organisational charts in key accounts for the EMEA (Europe, Middle East Africa) Region. This is a great opportunity to gain invaluable experience across both departments, a must if you are seeking a career in sales or business development.

## Tasks

- Conduct research in key accounts
- Assist the marketing department to follow up inbound leads relating to events, trade shows, website visits, chatbot, and 3rd party sites
- Use search engines, LinkedIn and other systems to identify prospects most likely to be interested in buying the host's software
- Help the account development representatives' profile important prospect accounts by honing your research skills across the Internet

## Desired Skills

- Studying towards a degree in business, economics, marketing and/or communications and media
- French, Dutch or German or other European languages advantageous
- Ability to work cross-functionally and effectively communicate in verbal and written format
- Able to learn quickly about new tools and concepts
- Proficiency with MS Office tools is required
- Confident self-starter, goal orientated, intrigued by business development and account management.

## The Host Company

The host company is a world leader in the provision of unified cloud Spend Management Solutions for medium and large size enterprises that typically operate on a global scale. The software platform provides greater visibility into, and control over, how companies spend money, achieving significant savings and driving profitability. Since its launch, this platform has helped customers globally to bring billions of dollars in cumulative spend under management. Expanding rapidly, now with 3200 staff globally, this host is seeking talented individuals to join them in their success. Long term career opportunities are available to the right individuals.