



6 Month Business Development & Sales Internship

(NINSAo7o6)

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

The Host Company

The host company is a business consultancy who works with their clients to help them improve their businesses, taking them from where they are today to where they want to be tomorrow. They specialise in business transformation and deliver complex change programmes for their clients that encompass changes to IT, people, processes and culture. Their clients include Barclays, Aon, Danone Nutricia, Thomson Reuters, The CBI and the Smith & Nephew. The host company works on a principle of introducing positive change that adds real value to organisations. They adopt an approach to delivery that is tailored to their clients' needs and appreciates the unique way they operate.

Role

They are looking to build their team, and need a Sales Coordinator to help their team of talented consultants continue to deliver positive change for their clients. As a key member, the Sales Coordinator will provide sales support to the rest of the team. Predominantly office based, the role is focussed on managing and growing the NFT pipeline, outbound calling, arranging sales meetings for the consultants to attend and ensuring the provision of supporting materials such as brochures, marketing and sales information. A key feature of the role will be the ability to plan ahead, ensuring a solid pipeline of sales meetings for our consultants to attend. This role requires a high level of motivation and excellent communication and sales skills.

Duration

6 to 12 months

Location

Bath. A world-heritage city in the South West of England which hosts two great universities. 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

High spoken and written English level is a must (C1/C2).

Start date

Early September 2016

Tasks

- Maintain key sales information in the CRM system and track sales activity
- Provide regular reports and Management Information on sales to the leadership team
- Research and identify prospective clients and sales opportunities
- Generate leads through outbound calling and emails
- Follow up on sales campaigns and events
- Maintain and update sales collateral, including brochures, case studies and tenders
- Scheduling and diary management of sales meeting for senior consultants
- Coordinate Nine Feet Tall bids and tenders and build up a collateral database
- Input to bids and ensure the bid documents are complete, well-formatted and to the highest standard

Personal Skills

- Activity planning and coordination
- Data analysis and interpretation
- Advanced in MS Excel, Word and Outlook
- Internet research of individuals and companies
- A passion for building productive working relationships with clients
- Excellent verbal and written communication skills
- High level of energy, drive, enthusiasm and commitment
- A self-starter, with the ability to work in a high-pressured, fast moving environment
- Passion for marketing and sales
- An understanding of business consulting
- Preferable, but not essential: Familiarity with CRM systems

How to apply

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STEP 2) Please, send an email to apply@espauk.com with the reference code **NINSAo7o6** attaching your CV as a pdf file. A cover letter is always helpful.

Are you eligible?

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6 Month Data Analysis & Strategy Support Internship

(DYSDAo8o6)

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The Host Company

This is a company whose products are in more than 65 countries around the world and employs more than 5,000 people worldwide. Leaders in Technology, this host company is constantly looking to grow and expand their team as well as develop the design and user experience of their products. Now, they are searching for the next generation to work on developing future technologies and they are looking for people with bright ideas to contribute to their success.

Role

Reporting to the Country Manager, this role focuses in the analysis of web data for the implementation of Marketing strategies as well as an important component of communication and understanding of the needs of the Sales Department in order to establish suitable Marketing actions.

Duration

6 months

Location

Sandyford, is a suburb of Dublin, located in Dún Laoghaire–Rathdown county, Ireland. A major part of Sandyford today is composed of the Sandyford Industrial Estate and related developments.

Languages

Fluent in written and spoken English.

Start date

July/August 2016

Tasks

- Data Analysis
- Communication with the Sales Department in order to understand their needs
- Development of Online Marketing Strategies
- Events support
- Communication with multiple project owners
- Support direct growth

Personal Skills

- Analytical skills
- Excellent communication skills
- Online Marketing and Online Business skills is a plus
- "Can-do" attitude
- Fast learner
- Good internet research skills
- Excellent telephone manner
- Ability to use Microsoft Office
- Good organisation
- Ability to work on own initiative

How to apply

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6 Month Marketing & Support Internship

(DYSMSo8o6)

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Role

Reporting directly to the Marketing Manager, the host company is looking for someone to support the marketing & communication flow between their team and different markets. Key thing is to have strong Communication skills and a very proactive attitude. Retail experience is good, but not a must.

The role is well suited for an individual to learn what is necessary in a marketing position for a leading technology company.

Duration

6 months

Location

Sandyford, is a suburb of Dublin, located in Dún Laoghaire–Rathdown county, Ireland. A major part of Sandyford today is composed of the Sandyford Industrial Estate and related developments.

Languages

Fluent in written and spoken English.

Start date

July/August 2016

Tasks

- Learn about the host company and have a good understanding of their products and different categories.
- Work closely with Marketing team to ensure all projects are up to date and provide marketing support to the marketing manager where required.
- Support Marketing Manager to ensure all marketing spend is accounted for and budgeted correctly.
- Liaise with PR and Social Media team on a weekly basis to ensure annual activity plan is being adhered to.
- Offering support in terms of communication between internal teams and the existing and potential markets.
- Expectation of proactive communication among team members as well, documenting what the team agrees to do: what status reporting will be done, what team meeting will be held, how decisions will get documented and who will participate in various reviews.
- Some travel to the UK may be necessary.

Personal Skills

- Strong communication skills
- "Can-do" attitude
- Attention to detail and a responsive attitude
- Organised and deadline orientated
- Good at prioritising and calm under pressure
- Ability to adapt quickly to changes and flexibility
- Experience in retail and product categorizing is a plus
- Marketing and Communication background is a plus

How to apply

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STEP 2) Please, send an email to apply@espauk.com with the reference code **(DYSMS0806)** attaching your CV as a pdf file. A cover letter is always helpful.

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6 Month Marketing Assistant Internship

(TPSMA1006)

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The Host Company

The host company **provides the life science and supply chain industries with qualified GDP compliant thermal protection.** Their thermal covers are designed for protection of cold chain and controlled room temperature shipments, an essential component of logistics and supply chain management solutions. The company has an **established range of solar materials**, approved and used by many major pharmaceutical and forwarder companies, specifically **designed to reduce temperature fluctuation during thermal peaks and troughs in the supply chain, the material is pioneering.** Reducing thickness of materials (whilst maintaining performance) not only improves efficiency of transportation but also reduces required stock storage space.

Role

The intern will be part of a team providing **support for marketing activities** within the company and will report to the Marketing Manager. The successful candidate will be **working on synchronizing the rest of world marketing campaign.** Moreover, there will be the chance to take an **active part to projects and activities** that will contribute to an **overall improvement of the digital strategy** adopted by the business.

Duration

6 months

Location

Redditch is a town and local government district in north-east Worcestershire, approximately 24 km south of Birmingham. The company also has branches in the USA, France, Dubai, China, Australia and India.

Languages

A **high proficiency** in **written** and **spoken English** is required (**C1/C2**).

Start date

August 2016

Tasks

- **Analyze paid search accounts**, including **keyword optimization** and **market insight** for display and other **digital advertising platforms**.
- **Co-manage eCRM database** and sense check customer facing emails.
- **Assist in website content management**, updates, use of Google analytics, and monthly reports and **management of** the following **accounts: LinkedIn, Google, Twitter, and YouTube**.
- **Test the brand website** regularly.
- **Audit retail websites** according to company criteria, feedback scores and monitor progress.
- **Provide digital insights** into local market, and **identify key areas for traffic driving activity**.
- **Create/update marketing collateral** such as product sheet, case study, whitepaper, presentation, etc.
- Report directly to the Marketing Director with a view to **synchronizing the rest of world marketing campaign**.
- **Attend regular meetings** with management teams.

Personal Skills

- **Degree in Marketing** or other **business-related course** including digital marketing knowledge.
- IT literate, **good knowledge** of **Word, Excel** and **PowerPoint**.
- Creative, with design abilities. **Photoshop** and **WordPress** skills **highly desirable**.
- Confident, proactive and source of proposals.
- All-rounder, flexible in relation to type of work assigned.

How to apply

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6-12 Month Marketing Coordinator Internship

CAPMC1306

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EXTRA BENEFITS:

As most of European grants are no longer than 6 months the host company has agreed to offer also a payment of £350 per month in the **second half** of the internship (months 7 to the end) in addition to the regular benefits.

The Host Company

Ambitious, rapidly growing technology company based in Fareham/Hampshire, specialising in the design, manufacture and supply of specialised computer equipment. The company are looking for an under-graduate to assist with the coordination and administration within the marketing team.

Role

This placement is an excellent opportunity for someone who is highly organised and would like to apply their coordination and administration skills to a range of marketing areas such as events, exhibitions and marketing workflow. Working in a small team, within a medium sized company, you will have exposure to all elements of marketing as opposed to a narrow vertical set. This will enrich your experience base enormously.

Location

Fareham, Hampshire. Market town at the north-west tip of Portsmouth Harbour, between the cities of Portsmouth and Southampton in the south east of Hampshire, England. It gives its name to the borough that comprises the town and its surrounding area.

Duration

6-12 months.

Start date

July/August 2016

Languages

English should be high B2 or C1 at least.

Tasks

- Administration and coordination of domestic and international events and exhibitions.
- Ongoing maintenance of marketing resources, such as marketing communication, merchandising and documentation.
- Liaison with external contractors and suppliers to ensure work required for events / exhibitions is carried out to briefing and budget.
- Arrangement of travel, accommodation and shipping logistics.
- Coordinate build-up and break down of stands and displays, and attend events and exhibitions as necessary.
- Marketing administration tasks filing, register maintenance archiving.
- Support general marketing functions such as reporting, analysis, web content maintenance.

Personal Skills

Essential:

- Event co-ordination/ Project management
- Creation of task & project plans
- Arrangement of accommodation and travel
- Strong organisation and administration skills
- Microsoft office packages
- High level of self-organisation and initiative, able to multi-task handling multiple priorities
- Common sense and solid judgement
- Strong verbal and written communication skills

Desirable:

- Attendance of events or exhibitions
- Strong verbal and written communication skills
- Flexible, adaptable and accepting change
- Challenge seeking with copious energy deliver and to overcome any failures along the way
- Team player
- Flexible, adaptable and accepting change

How to apply

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