

Business Development / Sales - German, Italian or Spanish

Start Date: April 2016

Duration: 6 months or longer

Placement Location: Gloucestershire

Application Deadline: 31st March

The Host Company

The Host Company is a specialist supplier of modular retail units and kiosks to major sports businesses such as Football Clubs, Rugby Clubs, sports brands, high street brands, visitors and entertainment attractions. It is the market leader in the United Kingdom.

The Host Company already has clients in France and now wishes to capitalise on that success by growing significantly its presence in other European countries.

The Host Company has very high profile International customers yet is managed by its owner and a small team of 4 people.

The Placement

The Company is seeking a student to assist them with their business development in one of the following countries - Germany, Italy or Spain. The student will be required to act as an assistant to the Sales Director. The student will be given guidance on the company's markets and required to find potential business in the designated country.

The role will involve the following tasks:

- Making contact with targeted potential customers in the market
- Generating appointments for the Sales Director via telephone and email
- Planning efficient geographical visits to designated country for and potentially with the Sales Director.
- Sending mail shots by post and email
- Other duties as appropriate in relation to the support of the Sales Manager.

The ideal student

- **Native GERMAN, ITALIAN OR SPANISH - only 1 student will be successful**
- Good spoken English...written proficiency not essential.
- Confident and assured
- A pleasant though persistent attitude.
- IT Literate Windows Office (Powerpoint,Word,EXCEL)

Applications: <http://www.ispo.co.uk/students/452/rd-business-development-sales-german-italian-or-spanish>