



ESPA

Business Development Placement - German or French Speakers (FCOBD0707)

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Start date

Flexible

Duration

6 months

Languages

Fluent in German and/or French

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

Location

Derry, Northern Ireland

Once listed as one of the Lonely Planet's top ten world cities, historic Derry is Northern Ireland's second largest city. Known as Ireland's Historic Walled City this popular tourist attraction emerges in a new era as an increasingly modern and lively base for students and businesses.

Are you eligible?

You are eligible for an ESPA internship if you are a registered student or have graduated within the past two years and have access to some form of grant funding

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 an enthusiastic student fluent in German and/or French to gain practical experience with an ambitious company that develops software solutions used across the food industry. Mentored throughout, you will support the business development and marketing team to research, identify and develop leads, across Europe, using lead generation and mapping software. The host company is process driven, to ensure the highest possible standards are achieved. For the selected candidate this will be a challenging and rewarding role, both personally and professionally, within a thriving and dynamic team environment.

Tasks

- Research prospective accounts in targeted markets, for example retailers, food manufacturers.
- Research and analyse existing infrastructure and supply chain to identify new opportunities
- Research products for demonstration to new customers
- Research in house and competitor's software solutions to gain full understanding
- Evaluate findings and report to the directors and International Business Manager
- Work with the marketing team to assist in their research in the developing European market
- Evaluate and report on market activity on a regular basis

Desired Skills

- Working towards a degree in business, marketing, market research or similar
- Fluency in German and/or French with great communication skills
- Confident and proactive with great project management skills
- Commercially aware with desire to work in a busy and diverse environment
- IT literate with strong time management and organizational skills
- Ability and flexibility to travel and work outside regular working hours
- Knowledge or awareness of marketing campaigns, SEO, CRM

Good to have

- Experience in market research or projects in the food industry

The Host Company

The host is a cloud based, software platform, that helps retailers and food companies across the world manage their supply chain, quality control and trading and planning management. They provide tools that help customers manage their processes in a fast and efficient way, provide real-time visibility and the ability to report on their business activity. The host has created a great working environment to ensure the team enjoys coming into the office every day, works together and solves problems for their customers. If you have a passion for creating great user experiences and ensuring customer satisfaction then this could be the role for you!