



### Apply here

#### Start date

September 2021

#### Duration

6 months

#### Languages

##### Fluent in German

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

#### Location

Belfast, Northern Ireland

Belfast is the capital city of Northern Ireland and over recent years has seen a period of significant regeneration and growth. The birthplace of the [Titanic](#), this vibrant city has a buzzing nightlife and social scene with many cultural events taking place throughout the year. Close to beautiful countryside including [10 Game of Thrones filming locations](#) and the famous [Giant's Causeway](#), Belfast has something to suit all tastes.

#### 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 an enthusiastic, results-focussed, individual to gain practical experience with this ambitious company that develops innovative medical devices for use in hospitals and clinics internationally. Mentored throughout, you will work to support the International Sales Manager by identifying and developing leads, hospitals and clinics in Austria, Germany, and Switzerland by using lead generation and mapping software. You will contribute to the support of the international distribution partners to sell devices by the provision and development of marketing leads. Identifying trends in the healthcare markets in the DACH region is part of this role and these will be reported back to Sales Manager and Executive Team. This company provides a thriving and dynamic team environment. We are process driven to ensure the highest standards are achieved in everything. **For the selected candidate this will no doubt be a challenging but equally rewarding role both personally and professionally.**

## Tasks

- Use marketing software such as LinkedIn, Prospect Labs, Snovio and Hubspot
- Engage with existing distribution partners to support lead development and help to source new distributors where necessary
- Conduct in depth market research to understand the healthcare landscape of each of the DACH regions; buying groups, GPOs, tendering bodies for market feedback
- Deal with issues in a timely and professional manner
- Ensuring 100% customer satisfaction
- Collaborate with the marketing team to assist with marketing activities
- Report on market activity on a regular basis

## Desired Skills

- Working towards a degree in Business, Marketing, Market Research or similar
- Excellent communication skills, confident and proactive.
- Commercially aware with desire to work in a busy and diverse environment
- IT literate with strong time management and organizational skills
- Project management skills
- Ability and flexibility to travel and work outside regular working hours

## The Host Company

With 'Redefining Care' as its strapline, the host company is an ambitious and innovative medical technology company that provides the most accurate clinical devices for hospitals worldwide. This company looks healthcare challenges in the eye and promises to protect people and the planet through meaningful technology, by actively pushing boundaries in the med tech arena. They believe that success lies with the full resource in the team and supports and encourages every individual's effort. Looking to expand rapidly into Europe and are seeking a bold, adventurous, responsible candidate to join them in developing brand presence and sales in the DACH region.