



### Apply here

#### Start date

January 2022

#### Duration

6 months

#### Languages

Spanish or Italian native  
Good spoken and written English levels are required (B2 onwards)

#### Location

Northampton, England  
Northampton dates to 914 and has a population of over 200,000. Regarded as the "shoe making capital of the world" it is home to several international footwear manufacturers. Boots for Darth Vader, and shoes for James Bond and Prince Charles have all been made here. A busy city with a buzzing nightlife and social scene, there will be plenty to keep you occupied. Northampton is also centrally located to explore the country.

#### 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 very exciting opportunity for an energetic, business orientated, student to gain practical research experience with this fast-growing, international brand leader in the reusable nappy market. Mentored throughout, you will be part of a new development team, responsible for researching, identifying and developing commercial opportunities in the specified market, resulting in a consistent widening of the sales funnel with quality leads to progress to meeting stage. This award winning, vibrant host is a fun, down to earth, hardworking team, passionate about their brand. ESPA has worked with this host repeatedly creating fantastic student research experiences. So, if you are hungry to learn and looking for a multi-faceted role, then apply today for a real boost to your career prospects and addition to your CV!

### Tasks

- Research the current brand distribution along with other retailers in the chosen market, including competitive analysis and evaluation.
- Research specific channels; grocery, pharmacy, nursery, independents, leisure, home retail.
- Accurately identify buyers' details and follow up with introductions by email and phone.
- Research prospective accounts to secure meetings and work with the wider sales team to ensure information is passed over and optimum chance for lead conversion.
- Analyse and evaluate current process to provide process improvement suggestions.
- Willingness to learn and constantly adapt, to bring best practice to the sales process.

### Desired Skills

- Studying for relevant business degree
- Organised; ability to set priorities, work to deadlines and manage multiple tasks
- Curious about the sales and accounts functions
- The perfect person will thrive within a very fast-paced environment
- Excellent communication skills
- Proficient with Microsoft Office and able to use and learn multiple systems

### Good to have

- Previous sales/business administration
- E-commerce experience
- Multi-lingual a bonus!

### The Host Company

The host company is an international brand leader in the cloth nappy market. They are actively persuading parents across the globe to change from using disposable to reusable, washable nappies. From a small company originally set up in the English countryside, they now sell their nappies and accessories to parents worldwide. They are now seeking dynamic, enthusiastic individuals to help them grow in key European markets.