



# ESPA **Export Business Development Internship – German Speaker** (INDBD0612)

[Apply here](#)

## Start date

April 2022

## Duration

6 months

## Languages

### Fluent in German

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

## Location

### Southampton

Southampton is a port city on the South coast of England. Its appeal lies in its diverse nightlife, exciting retail opportunities, varied leisure facilities, superb art and heritage attractions, lively events programme and of course the excitement and charm of a bustling waterfront location.

## 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-focused individual, to gain practical experience with this ambitious company that designs and manufactures lighting systems used throughout the public sector. Mentored throughout, you will support the commercial team to research, identify and develop leads, within European target markets. 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 this thriving and dynamic team environment.

## Tasks

- Research and analyse supply chain target markets, to identify new opportunities
- Research key stakeholders within target markets
- Research competitor's products to understand their unique selling points and identify shortfalls of the host's offering
- Assist with translation and update of marketing assets
- Evaluate findings and report to the management team
- Organise and attend visits to potential partners and distributors

## 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
- Strong negotiation skills
- Intelligent, driven, ambitious and self-motivated
- Calm under pressure with ability to find solutions to any challenge
- Willing to travel internationally
- Able to pick up and learn new software with ease

## The Host Company

Established in 2007, the host is a pioneering manufacturer of LED lighting systems, bespoke retrofit solutions and specialist horticulture lighting equipment. Their products use advanced technologies to improve lighting performance, yield higher energy savings, deliver greater value and reduce environmental impact. They offer solutions for all exterior applications in both commercial and public amenity environments. Established as the innovative supplier of choice, they are experiencing significant growth in emerging markets. As part of their business growth strategy, they are diversifying into exciting new markets including EV charging and food security systems.