MD – Business Development and International Sales

Placement Location: Nottingham

**Vacancy Description**

**Start Date:** July / August 2017  
**Preferred Duration:** 6-8 months

**The Host Company**

An established and growing UK-based manufacturer and international distributor of medical devices and consumer healthcare products. The company distributes its products through a worldwide network of partners who, in turn, service various sales channels including, but not limited to, pharmacies, health stores, major retail, clinics, hospitals, spas, mail order and direct mail organisations. Based in Nottingham, a vibrant city with a large student population.

**The Placement**

The company is seeking a student to help research, support and develop their international sales and distribution network. Specific tasks will include:

- Market research to identify potential opportunities. The primary focus will be Europe.
- Initiating contact with potential partners.
- Sending offers and promotional materials, electronically or by post.
- Liaising to provide ongoing support and communication with developing leads.
- Working with the international sales department to develop leads and support existing customers.
- Review and analysis of marketing efforts to gain insight and refine methods.
- Other support activities relevant to the international sales effort.

**The Ideal Student**

- Good command of English.
- Additional languages an advantage.
- Have studied/currently studying a business or marketing degree course.
- Strong communication skills and a positive attitude.
- Resourceful and able to carry out activities with a degree of independence.
- Ability to work collaboratively when necessary as part of a team.
- Competent keyboard and IT skills.

Contact: ispo@emc-dnl.co.uk
Students can register on our website [http://www.ispo.co.uk/students/21/my-account-register](http://www.ispo.co.uk/students/21/my-account-register) to receive other internship offers