



ESPA Business Development Internship (ESPABD1801)

[Apply here](#)

Start date

April, May or June 2023

Duration

6 months

Languages

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

Location

Bath, England

The setting is a UNESCO world heritage site in the Southwest of England. It is one of only two European cities with this status (the other being Venice). The world-famous Roman Baths and other attractions bring 4.5 Million visitors per year and a very international feel. The city also hosts two great universities. It has wonderful cultural experiences and festivals throughout the year.

Are you eligible?

You are eligible for an ESPA internship if you are a registered student or have graduated within the last 2 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

We are offering a fantastic internship opportunity for a student looking for a business development experience. You will help us increase our brand awareness throughout the UK with one main target: creating the best UK internships for international students. You will be trained on a successful business development methodology including product knowledge, need identification and negotiation steps. You will be using a world-known customer relationship management system (CRM) and will adopt a multichannel approach to find great UK host-companies. For that, you will work closely with the director, from the initial contact to the opportunity creation.

Tasks

- Adopting a multichannel approach to increase our network of potential host companies. Including social media, email, LinkedIn, phone, and professional events.
- Brand and awareness-building by attending network events.
- Meeting potential clients by growing, maintaining, and leveraging your network.
- Researching and building relationships with new clients, identifying decision makers and opportunities.
- Video calls with clients throughout the UK to develop relationships and create good quality internship opportunities for high-calibre international students.

Personal skills

Essentials:

- Enthusiastic and keen to learn about UK businesses.
- High level of energy, enthusiasm and commitment.
- Target-driven.
- Entrepreneurial mind-set.

Desirable:

- Familiarity with CRM systems.
- An understanding of Recruitment/ HR processes and/or Business Development.

The Host Company

ESPA is a young hearted welcoming host company and is the number one provider of quality internship experiences in the UK. With a unique business model, we can offer internships and research projects free of charge to students with companies in the UK, ranging from global corporates to start ups and, in a whole array of disciplines. Rapidly expanding, we are now looking to get more quality host companies on board, meaning a need for top quality people to assist with recruiting. ESPA has hosted many successful internships and with our friendly team and work hard, play hard ethic, you are guaranteed a great experience.