



IES Consulting – Your internship abroad!

Junior Business Developer Country Manager (Polish Native)

WHERE? Barcelona, Spain

WHEN? Position available from 06.2014

DURATION: minimum 6 months

HOW MANY HOURS? full time, 40h/week



This is an international company specialised in providing advanced solutions for direct marketing. Between the services they offer, we can mention: CRM strategies, e-mailing and SMS campaigns, web and digital communication optimisation. Among its clients, there are very important companies operating in several sectors (cosmetics, fashion, sports, e-commerce, mobile phone companies, hospitality...). They started more than 10 years ago and now that they're leader in at least 6 countries all over the world, they're opening other European markets.

The tasks are varied:

Market study and business development: increasing clients portfolio (80% of the time)

- Obtain information & qualify new potential clients;
- Contact them via phone, email, etc. and introduce them the company's products and services;
- Trips abroad and personal meetings with potential clients, always together with the specific board member at the company (internship tutor);
- Daily reporting to the board member in charge of the candidate's follow-up;
- Collecting, analysing and synthesising competition benchmarks and market data;
- Participating in business plans and in sales arguments development and improvement.

CRM: managing relations with clients (10% of the time)

- Being in charge of already existing accounts, reporting them and consulting them, being the midpoint between them and the company's management.

Communication: participating in decisions regarding the company's communication strategies (10% of the time)

- Coordinating PR actions, promotion and sales actions together with other business developers, country managers and the global PR and Communication Manager.

We are looking for:

- **Studies:** Marketing, Economics, Business Management
- **Languages:** Native Polish, very good level of English; Spanish is a plus
- Office and internet advanced user, passion for new technologies

We offer:

- Remuneration: **500€/month**
- Interesting tasks, international and pleasant work environment

APPLY NOW! Please send us your CV in English or Spanish on

interns@ies-consulting.es with title JuniorPolskaBCN

* Our recruitment process is free. Only if you got accepted and the company will confirm your application we require administration fee. All our internships provide salary, so we guarantee that costs of the services will pay off.

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