



### Apply here

#### Start date

January 2024

#### Duration

6 months

#### Languages

Native German  
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?

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

This is a really exciting opportunity for an enthusiastic business developer to gain a wide range of experience with this expanding and innovative host company., in the baby and toddler sleep brand market. Mentored throughout, by a fantastic and experienced team, you will have touch points across new business development, account management, sales operations, forecasting and budgeting and marketing with our EMEA team. This host sees a huge potential for their brand across the DACH regions, and they have many good quality contacts waiting for you to convert! You will also assist with a complete market analysis to identify any additional suitable retail partners across relative European countries. Additionally, you will support the Sales Director with setting up, running and attending the trade show. This internship offers an abundance of skills, knowledge and experience that will enhance your CV and future career prospects!

### Tasks

- Contact new and existing retailers to secure meetings
- Follow up meetings with relevant proposals and information, through to conversion.
- Negotiate terms and pricing and track budgets and margins
- Review product range and interpret sales data
- Track orders through the system
- Internal and External stakeholder liaison – customers, freight, warehouse operations , sales and marketing teams

### Desired Skills

- Studying for a relevant Business degree
- Native German
- A very keen interest in understanding the full sales process.
- Excellent communication skills, confident in a fast-paced environment.

### The Host Company

The host company is an Australian-owned business founded in 2008, to help babies achieve better, longer and safer sleep. The first range of innovative swaddles and sleepwear hit the stores of Sydney and sold out in two weeks. Ten years later, this host has established the baby sleep category, is the market leader in Australia, and sells over 300 SKUs, in 40+ countries globally. Following investment in 2019, the business was able to scale up at a significant pace both locally and internationally. As part of this, operations have been launched across China, UK, EU and the US over the last two years, along with continued strengthening of wholesale and distributor relationships to service offline channels. They are continuing to expand their presence globally and have the vision of becoming the #1 global baby and toddler sleep brand, providing better sleep, bigger dreams and a brighter world.