



### Apply here

#### Start date

March 2024

#### Duration

6 months

#### Languages

German native  
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?

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 very exciting opportunity for an energetic, passionate about business and negotiation, student to gain practical experience with this fast-growing, international brand leader in the reusable nappy market. Mentored throughout, you will gain hands-on experience working with a wide range of retailers from pharmacies, nurseries, independent retailers and Amazon to major supermarket chains. You will gain in depth knowledge on how each retail sector operates and will be instrumental in helping the business gain insight into the German market, secure and build some great sales ESPA has worked with this host repeatedly creating fantastic student research experiences. So, if you are hungry to learn and looking for a busy, dynamic role, then apply today for a real boost to your career prospects and addition to your CV!

### Tasks

- Secure meetings and build relationships with new and existing German retailers
- Investigate new sales revenue options in Germany
- Provide market insight of the German consumer
- Understand the brand to enable you to pitch the host’s products to various retailers
- Check online listings and ensure that ranges are being optimised to their full potential.
- Communicate any online audits with retailers and implement changes.
- Facilitate and attend meetings and with the host’s representative
- Ensure that all retail information up to date, saved in a logical way and widely accessible
- Evaluate sales figures from existing accounts to derive the forecast for the next quarter.

### Desired Skills

- Organised approach: can set priorities, work to deadlines and manage multiple tasks
- Great communication skills: proactively communicates to line management on work load and is also able to communicate with multiple departments.
- Solution focused approach and able to ‘think on their feet.’
- Excellent attention to detail.
- Demonstrates curiosity to learn about the Sales function and the accounts.

### The Host Company

From humble beginnings as a small business set up in the English countryside, this host io has become an international, multi award-winning brand in the reusable nappy industry. Manufacturing a range of eco-friendly products from baby to toddler, they are now selling our products in multiple channels, across worldwide markets. This host has won over 100 product and business awards, including the prestigious Queen’s Awards for Enterprise for international trade which celebrates the success of innovative businesses with outstanding achievements.