

PRAKTIKUM IN LONDON



DIRECT SALES INTERNSHIP

REF. No. 1023

About us

Our company has been welcoming English language students for close to fifteen years. We are dedicated to providing quality English language courses for adults as well as innovative programmes for teenagers and young learners.

We are accredited by the British Council, top-rated by the Independent Schools Inspectorate (ISI) - exceeding expectations in all three assessment areas - and a member of English UK. These accreditations and memberships show our commitment to the highest standards of education and welfare.

Number of employees

- 20 during off season
- 80-100 during summer months

Tasks

As Direct Sales Intern you will be assisting with selling our courses in all locations, deliver a great customer service, hit monthly sales targets and be knowledgeable about your respective sales region as well as our products to sell better and work closely with other marketing team members. Your role may include any of the following tasks:

- Call a significant number of potential clients;
- Follow up on all leads and maintain a very active pipeline daily, with focus placed on hitting monthly call targets using Customer Relationship Management system;
- To prepare, verify and issue quotations;
- Have access to weekly 1:1 mentorship and be formally trained on the most important elements to achieving success over the phone;
- Feel comfortable publicly presenting your thinking, strategies, and ideas to advance company's values, unique culture, and vision for the future;
- Establish contact with prospective student recruitment partners on behalf
- Perform other ad-hoc duties as assigned by Management.

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Skills/Qualities needed

- Strong written and verbal communication skills plus the ability to deal clearly and professionally with the general public by telephone and email are essential
- Strong interpersonal skills and a desire to succeed in a fast paced environment
- Self starter who maintains high levels of motivation and demonstrates resilience
- Strong analytical skills & the ability to work unsupervised
- Good time management skills
- Ability to co-ordinate works with other departments/companies to meet specific deadlines
- Self motivated to constantly look to improve departmental processes, quality and performance standards
- Dedicated, enthusiastic and conscientious approach to all tasks set
- Computer proficient with Microsoft Word & Excel
- Strong organisational skills
- Additional language skills should be considered an asset All staff are required to be co-operative and flexible

Skills to be acquired

- Opportunity to learn about sales in one of the top rated language schools in UK from the Sales Management perspective and gain real insight of our global operations.
- Gain invaluable work experience in a fast-paced environment with heavy use of technologies.
- Working alongside senior management from day one, you'll benefit from close contact and support from our sales team
- Access to weekly 1:1 mentorship and be formally trained on the most important elements to achieving success over the phone;
- You will be fully conversant with Booking Software and other Project Management systems

Duration of the internship

Flexible 4 weeks to 24 weeks

Office languages

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English

Location

London

Financial support

Commission earned based on each sales when meeting the set sales targets Travelcards, free staff lunch

Working hours

Monday-Friday 9.00am-5.30pm