



## E-LEARNING SALES INTERNSHIP

### INDUSTRY: PUBLISHING/E-LEARNING

REF. No. 1150

#### About us

Soft skills are more critical than ever as organisations struggle to remain competitive, but they are often undervalued. We are determined to change this.

We are the world's largest eBook publisher in the area of soft skills and what drives us is our passion for helping people realise better versions of themselves. We identify great thinkers and thought leaders to give students and business professionals access to important ideas and practical knowledge that sharpen emotional, intellectual and business skills.

#### Number of employees

25 in London / 60 internationally

#### Tasks

Our Corporate eLibrary helps companies promote soft skills and reduce training costs. It is now the most used eLibrary for employee effectiveness and our clients include: SAP, Siemens, Audi, Vodafone, Lidl, Lufthansa, Flughafen München and many more.

To help us with our further expansion, you will assist our sales team with the following tasks:

- Research and compile lists of prospect companies and contacts using search engines, social media, business networks, etc.
- Contact HR managers and present the benefits of our learning solution
- Understand learning needs within companies and get people excited for our solution
- Book meetings for our field sales team in Germany
- Maintain database
- Other ad-hoc projects

#### Skills needed

- You are curious by nature and would like to find out more about ways of educating employees with the use of online media.
- You are outgoing with great communication skills and you are not afraid to pick up the phone.

# PRAKTIKUM IN LONDON



- You have the ability to excite others and bring along tons of energy and persistence.
- Ideally you bring along first experience in consulting businesses over the phone.

## Skills to be acquired

- Sales Processes and Techniques: Cold Calling, Pitch, SPIN-Selling, Objection Handling
- Communication Skills: How to build up a professional, but personal relationship with senior decision makers from small to big companies
- Business Management: You will join a medium-sized family business and get an insight into the exciting changes and challenges of a rapidly growing company
- Time Management: Handling several processes simultaneously and how to prioritise tasks to achieve set targets
- International Competencies: You will work closely with our international team in London as well as senior team members from our international offices (Copenhagen, Amsterdam, Los Angeles, ...)
- eLearning: You will get an understanding for online learning tools and how they can be used by businesses for training purposes

## Duration of the internship

Minimum 3 months

## Office languages

Internal communication is in English, but you will be part of an international team and you will hear a lot of different languages being spoken at work (Spanish, Danish, German, French, Dutch, ...)

## Location

London, Shoreditch (near Old Street Station)

## Financial support

£500 per month + London travelcard + commission

## Office hours

Monday-Friday, 8am-5pm, 1 hour lunch (with some flexibility)