McFelder Translations

STUDENT PLACEMENT

PROGRAMME IN BUSINESS DEVELOPMENT

translations.mcfelder.com

INTERNATIONAL SALES

The Business Development Internship programme at McFelder Translations is for any undergraduates who will ultimately work within the field of international sales/business development. At McFelder Translations, the internship is based in the Commercial department where you will focus on sales and business development related activities.

This powerful new skill set that you will gain during the placement period has many advantages such as; developing your own personal confidence as well as transferable skills that can be used in your future career path.

KEY ELEMENTS TO THE PLACEMENT PROGRAMME

LEAD GENERATION

CRM CUSTOMER RELATIONSHIP MANAGEMENT

MARKET RESEARCH

COMMUNICATING WITH CLIENTS

NEGOTIATING & ORGANISATIONAL SKILLS

QUALITICATIONS ANS SKILLS REQUIRED

UNDERGRADUATE STUDENT*

EXCELLENT NUMERACY SKILLS

IT PROFICIENT

CONFIDENT AND SELF ASSURED

* STUDYING ANY BUSINESS RELATED DEGREE COURSE OR INTERESTED IN TECHNICAL/B2B SALES

WHAT WILL BE INVOLVED?

FIRST
Working directly with the Commercial director.

SECOND
Sales training with external Sales Coach with specific translation services expertise.

THIRD
Using specialised databases and Project management softwares.

FOURTH
Working on your own specific projects.

FIFTH
Building relationships with new and existing clients / companies telephone and email.

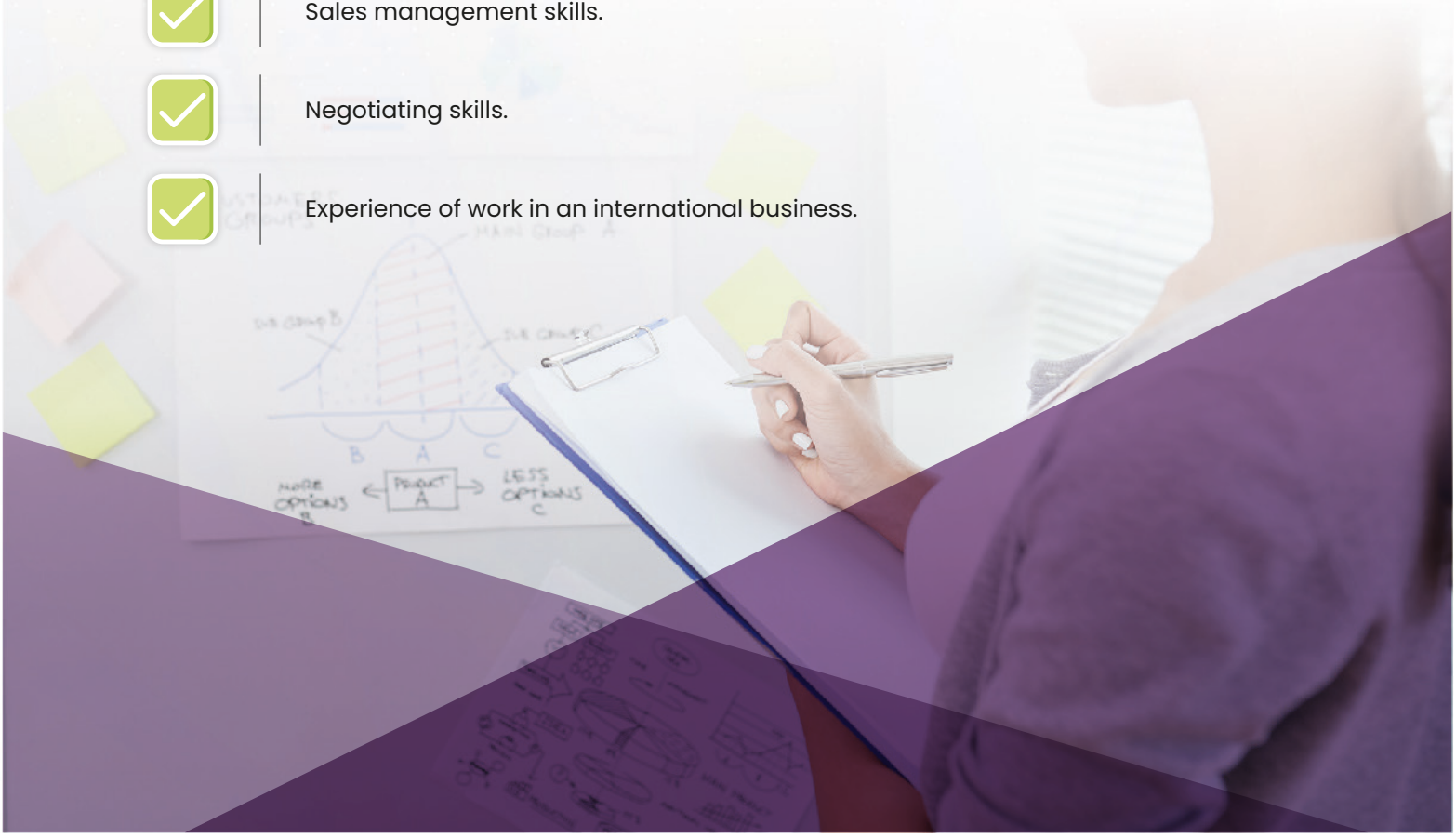
SIXTH
Use of company CRM system.

SEVENTH
Reporting and anAlisis of sales results.

Full training by McFelder forms part of the onboarding procedure.

WHAT WILL YOU GAIN FROM THE PLACEMENT?

- Learning each step of the Sales Process from Lead generation to New Client Win.
- Sales management skills.
- Negotiating skills.
- Experience of work in an international business.



McFelder Translations

WANT TO APLY?

www.translations.mcfelder.com/connect/join-us-internships

For any additional information or quieres:

CALL US
0870 4955 422

EMAIL US
jobs@mcfelder.com

VISIT OUR WEBSITE
translations.mcfelder.com

We look forward to hearing from you.