

Internship Sales Country Manager Germany | Head Office Rotterdam | full time

Rotterdam, Netherlands · Sales

DESCRIPTION

Become responsible for launching HousingAnywhere.com in Germany

Field: Sales & Marketing

Your Responsibilities

- You will be helping the Sales Country Manager for expanding HousingAnywhere.com in Germany. You will be working from our office in Rotterdam, the Netherlands. As a Sales Country Manager you will make research for potential customers and develop a sales strategy in order to make sure that our platform expands in Germany.

Tasks of a “Sales Country Manager Germany”

- Plan meetings with potential customer (universities) in Germany
- Help with the Sales Country Manager selling a membership to a university
- Launch our platform at the universities.

REQUIREMENTS

Characteristics we are looking for in our German Sales Country Managers:

- **Knowledge about Germany:** We are looking for people that are native Germans.
- **Language:** you should be able to speak English on an above-average level and be native in German
- **Independent:** The ability to work independently (you report directly to the Founder of the company and the Management Coordinator) and to demonstrate leadership.
- **Structured:** The ability to work in a structured manner: the only way to make sure that HousingAnywhere.com will not become a victim of its own growth, is to be very organized. You will need to work according to specific checklists of our framework and develop the checklists yourself if they do not yet exist.
- **Persistent:** You will be part of a Sales Team. A central characteristic of good sales people is that they are very persistent: they should be able to get many rejections and still continue their job. You should be able to keep on selling this product over and over again.
- **Productive and motivated worker:** We need someone who is a hard worker and is really passionate about HousingAnywhere.com. You will work 40 hours a week, but should HousingAnywhere.com grow much more rapidly than expected, we are looking for people who are willing to go the extra mile. It has happened that our interns had to work on a Sunday. Although this is not common, you should be prepared for it!
- **Energetic, optimistic and imaginative power:** you need to motivate yourself and your colleagues, also in bad times.
- **Willing to do simple tasks:** your title will be “Sales Country Manager” and you have quite some responsibility. However, on the other hand there is nobody ‘below’ you in our office. This means you also need to complete simple tasks, for example, preparing excel sheets, replacing a logo on our website, emptying the dishwasher etc. It won’t be your main job, but these things will be part of the job.

BENEFITS

Cool Things

- This is not your average internship: You are directly responsible for everything that will happen in your target country, which is cool if things go right (and which is not cool when your country underperforms..).
- You will develop your sales, negotiation, leadership, and business communication skills
- Our team consists of 16 people, with 14 nationalities, of which the oldest person is 26 years old; also having this experience of working in an international work environment will be a good element to have on your CV.
- You will be working in the Netherlands, in Rotterdam, in the picturesque student neighborhood Kralingen. Rotterdam is the second biggest city in the Netherlands and is one hour by train from the capital Amsterdam

Payment

- 650 Euros per month + a bonus based on your results.

Time period

- 40 hours a week
- Starting 21 July (start date is discussable)
- Ending date: 31 January 2016 (end date is discussable)

How to apply

- You can directly apply via the following link: <https://housinganywhere.workable.com/jobs/37194>
- Application deadline: **Sunday 14th of June, at 23:00**

Questions?

- Send an email to Konstantinos on hrm@housinganywhere.com.