



<b>Name of organization</b>	mimacom Slovensko s.r.o
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<b>Contact person</b>	Ing. Andrea Zitnanska MSc. LL.M
<b>Function</b>	Business Development Manager
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<b>Short description of the company</b>	<p>mimacom, the open source integrator, was founded in 1999. mimacom group currently employs around 200 members of staff, which are mostly project managers, Scrum Masters, IT consultants and software engineers. mimacom is located in Bern, Zurich, Valencia, Barcelona, Stuttgart, Vienna and Bratislava. mimacom develops technologically sophisticated software solutions based on open source components and JEE. Here we make use of the latest development technologies, programming languages, databases and project management methods.</p>
<b>Placement at department</b>	Sales and business development intern
<b>Tasks of the trainee</b>	<p>mimacom is now seeking sales and business development interns for locations in Switzerland, Germany, Slovakia, Austria and Spain. We look for interns that approach everything they do with integrity, passion, hard work, and most importantly with an open mind. Are you interested in gaining first class training and hands on experience in sales and business development in information technology? Then dont hesitate to get back in touch with us!</p> <p>We seek Business Development Interns, specifically interested in new business and sale to support our offices in Bern, Stuttgart, Bratislava, Valencia, Barcelona and Vienna. The right candidate for this role is</p>

	<p>a strong communicator and negotiator, highly driven, and forward thinking. The ideal candidate is specifically interested in gaining experience at a growing startup with a virtual office.</p> <p>The Business Development Intern will develop strategies to produce high quality leads for targeted sales. Responsibilities include but are not limited to:</p> <ul style="list-style-type: none"> <li>-Researching market landscape</li> <li>-Identifying potential clients</li> <li>-Developing and expanding network and conducting cold calls</li> <li>-Cultivating relationships with new and existing clients</li> <li>-Utilizing negotiation techniques and interpersonal skills to increase ad sales</li> <li>-Collaborating with the Business Analyst, Marketing, PR teams</li> </ul> <p>Required:</p> <ul style="list-style-type: none"> <li>-Current student pursuing a degree in business, sales or marketing</li> <li>-Fluent language communication skills English, German, Spanish is a plus (verbal and written)</li> <li>-Strong interest in startups</li> <li>-Experience/ strong interest in online sales and networking</li> <li>-Ability to provide exemplary customer service</li> </ul>
<b>Duration</b>	from 2 to 12 months
<b>Working hours</b>	flexible upon agreement from 4 to 8 hours
<b>Financial Contribution</b>	<input type="checkbox"/> No
<b>Free Accommodation</b>	<input type="checkbox"/> No
<b>Other Benefits</b>	negotiable
<b>Requirements (languages, computer skills...)</b>	<p>English advanced (verbal and written)  German advanced (verbal and written) is a great plus  Spanish is a plus  MS Office, MS Outlook</p>