Business Development Representative
Internship – Barcelona

Have you ever dreamed of being part of a tech company and generate multi-million contracts?

Are you a self-starter, goal driven and interested in undertaking a role with responsibility?

If so, at S2M-group, a fast-growing startup that is disrupting the traditional sales & marketing industry, is looking for new talent.

Challenge accepted?

As a Business Development Representative, you will be a key player in helping S2M-group’s high-tech clients scale their business. Using S2M-group’s value selling approach, you will gain understanding of market forces within a range of industries (financial services, telecom…) to engage with top corporations and generate business opportunities. This will require you to:

- Assist in the development and implementation of efficient marketing strategies;
- Research and update market and competitor insights;
- Identify and exploit new growth and upselling opportunities for our client’s portfolio;
- Use S2M-group’s innovative tools and methodology to undertake outbound campaigns (through phone calls and emails) to manage C-level relationships to ultimately generate and qualify leads;
- Use innovative CRM and sales platforms to prepare internal and external progress reports;
- Organize client sales meetings for qualified leads.

What are we looking for?

- You have an appetite to learn complex B2B sales in IT, Technology, Software and Finance related industries in an international context;
- You have full English proficiency plus native level in one of the following languages (Dutch, German, English, Spanish, Swedish, Finnish, Danish, Norwegian, Portuguese, Italian or French);
- You have or are studying for a Bachelor or Master degree;
- You have a good understanding or background in Finance, Marketing & Sales, Business Administration, IT/Software Engineering;
- You are interested in technology, IT or the Fintech industry;
- You are proactive, self-directed and curious by nature;
- You have strong organizational, analytical, and project management skills;
- You have excellent business communication skills;
- You can work independently and collaborate with remote team members and management.

Why choose us?

At S2M-group you will find:

- Accelerated career growth;
- Supportive team culture and international work environment;
- Opportunities to take on real responsibilities from day one;
- We will provide you with and teach you the Lean Start-up methodology to enable you to really contribute to the company’s success;
You will learn and gain valuable experience in a variety of topics including complex sales and account based marketing;
A fixed salary plus a variable bonus scheme based on what you achieve;
Comfortable and relaxed office space;
Opportunity to become a permanent member of our team.

Ready to develop your career with us?

If you're up for the challenge, please send your application by email to careers@s2m-group.com with the following attachment and information:

• CV (Curriculum Vitae);
• Motivation letter (pointing out your relevant experience and motivation for working with us);
• Possible start date;
• Expected duration of the internship.

Please note only successful candidates will be contacted

http://s2m-group.com/