Internship | Junior Sales Manager | Head Office Rotterdam

Full-time

Are you looking for an internship with possibility to stay at a quickly growing start-up? Did you study abroad and fell in love with the international life? Do you thrive in international environments, have the start-up spirit and are you hungry to make an impact in the world?

Look no further -- join us at Housing Anywhere and become responsible for launching and expanding our network of partner universities in your country.

Field: Sales & Marketing, Higher Education

About HousingAnywhere.com
Housing Anywhere is a student start-up headquartered in Rotterdam, the Netherlands. The company provides universities access to an online housing platform. This platform enables students going abroad to easily rent out their rooms to incoming exchange students or interns. Essentially, it is a platform that connects the demand & supply of the short-stay housing market. The platform is both free to use and student-to-student oriented.

Time period
- Start Date: 14th of August, 2017 (preferably)
- Duration: Until the 31st of January 2018 (preferably)
- 40 hours/week, Monday to Friday

Your target as a Junior Sales Manager:
Conquer your country and help us grow the Housing Anywhere network of University partners in your country.
You are working together with the other Country Representatives to grow Housing Anywhere in your country or region. You are working from our office in Rotterdam, the Netherlands, in an international and rapidly growing team. As a Junior Sales Manager you share and expand your knowledge of the higher education market in your country and approach universities to build relationships and to sell them Housing Anywhere services.

Tasks of a Junior Sales Manager:
Main tasks:
- Performing desk research and market analysis
- Planning meetings with potential customers (universities). Mostly through the phone - by calling calling calling.
- Selling a Housing Anywhere services for universities in your country (mostly through video calls or in person if you go on business trips);
- Launching our platform in these universities.

Other (supporting) tasks:
- Website translation;
- Calling users;
- Preparing meetings at conferences;
- Other tasks that could help improving the start-up.
Characteristics we are looking for in a Junior Sales Manager:

- **Knowledge about the country:** You are either a citizen or have lived in one of the following countries: Germany, Switzerland, Austria, France, the Netherlands, Spain, Italy.
- **Language:** you should be able to speak 2 languages: English on an above-average level and be native or fluent in German.
- **Independent:** You can work independently (you report directly to the Management) and you demonstrate leadership and are keen to grow in your responsibilities early on.
- **Structured:** You work in a structured manner. You work according to specific checklists of our framework and develop the checklists yourself if they do not yet exist.
- **Persistent:** You are part of a Sales Team. You are able to receive many rejections and still continue your job. You are keen to keep on improving your skills so selling new partnerships over and over again will become easier for you.
- **Productive and motivated worker:** You are a hard worker and really passionate about Housing Anywhere - and ready to go the extra mile.
- **Energetic, optimistic and imaginative power:** you are self-motivated, and keep your spirits high also during challenging and tough times.
- **Flexible:** You are able and flexible to travel for consecutive periods of up to 1-2 weeks each month.

Cool things about working with Housing Anywhere!

- Join a dynamic and quickly growing startup -- enjoy the startup atmosphere with low hierarchies and early responsibilities. This is the ideal learning environment for you if you already are or are think about becoming an entrepreneur. Even if your aim is “just” to make a good career, our growing team is looking today for the leader of tomorrow.
- You will develop your sales, negotiation, leadership, and business communication skills. 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..);
- If you perform well, you might go on business trips to your country and/or to international sales events.
- Be part of the team -- the internship is only the first step - full employment possible. After the internship you are ready to work with us in a fulltime position as Sales and Partnership Manager.
- Our team consists of 50 people, with 20 nationalities. with most people in our office being between 21-30 years old; also having this experience of working in an international work environment will be a good element to have on your CV.

Payment
The internship allowance is 650€ per month plus up to 250 Euro Bonus depending on your success (additionally, you can try to apply for the Erasmus+ grant).

Apply
You can apply online - https://housinganywhere.workable.com/

Any questions left? Email Sanne(at)housinganywhere.com