Internship | Junior Sales & Room Supply 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 the supply side of our Marketplace!
Field: Sales & Real Estate

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:
You will be responsible to increase the number of suppliers on our platform, and make sure they successfully use Housing Anywhere to rent out their properties.

Tasks of a Junior Sales Manager:
Main tasks
- Generate new leads (landlords), prospect and qualify them into accounts
- Cold calling: calling calling calling
- Provide support for the landlords while they are using the platform
- Bring the relationship with landlords into customer success
- Depending on the country, we can go for personal visits to the suppliers or call them from the office

Other (supporting) tasks:
- Support the management with quantitative and qualitative analysis of the cities
- Other tasks that could help improving the start-up
Characteristics we are looking for in a Junior Sales and Room Supply Manager

- **Language**: you should be able to speak English on an above-average level and you should be native or fluent in one of the following languages (exception for Native English speakers): German, Italian, French, Spanish, Finnish, Swedish, Norwegian, Dutch.

- **Performance oriented**: You have to focus on the activities that makes an impact on what we do. You have the ability to prioritize your activities and take relevant actions accordingly.

- **Entrepreneurial**: We expect you to be independent, ambitious, and a risk taker. You have a positive attitude on the job and strong self confidence in delivering results.

- **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 quality of good sales people is that they are very persistent: you should be able to get many rejections and stay motivated to do your job. You should be able to keep selling this product over and over again.

- **Productive and motivated worker**: We need someone who is a hard working 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 team 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, even in bad times.

- **Willing to do simple tasks**: For example, 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 since we are still a startup and we have to get the job done together with the whole team.

- **Coffee lover**: you will have a lot of coffees with local landlords / house owners, so we hope you like coffee! ;-) (or tea, maybe..)

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 market, which is cool if things go right (and which is not cool when your market underperforms..);

- Be part of the team -- the internship is only the first step - full employment is possible. After the internship you are ready to work with us in a fulltime position as a Sales and Room Supply 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 rate (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