



DH – German International Business Development Coordinator

Placement Location: Oxfordshire

Vacancy Description

Start Date: August / September 2018

Duration: 5 - 6 Months, 12 months possible



Host Company

Established in 1939, the host company is the UK's market leader in the manufacture and supply of disposable sharps and clinical waste containers, together with associated products, to the healthcare sector. Its head office, manufacturing facility (ISO 9001; 14001) and warehousing are situated just 6 miles north of the historic city of Oxford, world renowned for its academic excellence.

Hugely successful in supplying almost 8 out of 10 National Health Service hospitals, which are borne out of innovation both in product and added-value service, this forward thinking company has ambitions to build strong foundations for its ISO 23907 and UN-approved product range in Europe. Since 2016, this firm is part of an International Group specializing in Industrial packaging.

This role, focussing on increasing export activities in Germany as well as in potential new European markets, will utilise the full range of marketing and business developments skills and give access to the senior strategy developers in the company.

Role and Responsibilities

Reporting directly to the Commercial Director you will be highly involved in developing and improving an ambitious International Development Strategy. Your responsibilities will include, among others;

- Market research and competitor analysis in Europe to identify new export opportunities
- Identify and communicate with decision makers/ influencers while working with a cross-functional internal team
- Help develop European entry activity; identify and select potential distributors/ business partners based upon established selection criteria and initiate commercial contacts
- Support of newly appointed partners, and monitor progress, via Key Performance Indicators
- Support or lead other company internal projects

The Ideal Student

- Fluent in English (written & spoken)
- Native German; other languages would be an advantage
- Confident with technology and online communication tools (i.e. Social Media)
- Preferably previous experience in marketing and or business development, ideally in the healthcare sector
- Driven, commercial awareness, good sense of initiative and comfortable to working alone and as part of a team
- Project management skills
- Interest in healthcare

Contact: ispo@emc-dnl.co.uk or register on our website - <https://www.ispo.co.uk/students/21/my-account-register>