London Sample Internship List – Sales

INDUSTRY DESCRIPTION:

London is a global economic hub and placements in Sales vary from entrepreneurial start-up businesses to global multi-national companies. Placements can range from front-end client-facing roles to b2b sales and students should possess a determined and tenacious attitude and strong presentation skills. Students seeking a placement in sales should also demonstrate strong communication and interpersonal skills and the ability to work in a fast-paced environment and manage a busy workload. Applicants should also be computer literate, proficient in all aspects of Microsoft office and have a good grasp of social media development.

EXAMPLES OF PREVIOUS PLACEMENTS: (Please note that the following sites are a brief cross-section of current CAPA internship host sites and should not be considered as a guarantied location for your placement. All internship & service learning placements will be dependent upon each individual applicant's application documents, prior experiences, demonstrated skills and their aspirations and goals.)

Anderson Tours	Anderson Tours provide a range of great value day excursions throughout the UK and short breaks away across Europe to cities such as Paris and Amsterdam.
Business Dialogue	The direct and indirect marketing tools provided by Business Dialogue generate opportunities to access catalysts within a business; fit either to generate or gain market awareness. Business Dialogue specialise in platforms to share information and exchange of ideas and their conferences and events establish prospects of locating the right partner, or targeting a segment vital to their clients' business objectives.
D&D London	D&D owns and operates over 30 high-profile restaurants in London, Paris, New York, Copenhagen and Tokyo, employing over 1,300 people. Glamour, inspired food and impeccable service are D & D's trademarks. Stylish and unique, each venue will impress. From a high profile film premiere to a private dinner, the formerly owned Conran group of restaurants provides an experience as well as the flexibility that will help guarantee the success of the event.
Divino	Divino is a producer, importer and distributor of Italian high end frozen desserts. It operates between Italy and London and works with a number of clients in the London hospitality industry (restaurants, hotels, clubs, caterers, airlines).

Pringle	Pringle of Scotland is the iconic brand founded in 1815 at the birthplace of the Scottish knitwear industry. A luxury goods retailer with it's London Office and flagship boutique in Sloane Street, London.

POTENTIAL PROJECT OPPORTUNITIES

Project opportunities will be dependent upon the current needs within the organisation and the demonstrated skills and abilities shown by each intern. It is imperative to remember that project opportunities will develop over time and throughout internship placements. Projects may include but are not limited to:

Market Research & Data Analysis – Sales/Marketing Presentations – Production of Editorial Copy – Website Development – Search Engine Optimisation – Business Development – Events Support – Creation of Promotional Materials – Social Media Development- Office Administration

TRANSFERABLE SKILLS

It is essential to maximise every opportunity within the internship placements. If tasks and duties are approached in a professional manner, interns can take away additions skills and abilities that will be of benefit to their personal and professional development. Transferable skills sets include but are not limited to:

Strong Interpersonal Skills - Good Oral & Written Communication Skills - Numeracy & Analytical Ability – Creativity & Imagination – Influencing & Negotiation - Teamwork – Organisation - Business & Commercial Acumen – Research - Presentation