



DESCRIPTION

About IFC

At IFC, we are working to be the most customer-centric consulting company for all Amazon suppliers in Europe. To get there, we need exceptional talent, bright, and driven people. IFC is continually evolving and is a place where motivated employees thrive and where ownership and accountability lead to meaningful results for our clients. It is as simple as this: *Work Hard. Have Fun. Make Our Clients Happy.*

About this Internship

The IFC thrives to become Europe's leader in consulting Amazon suppliers of all kind and is looking for ambitious and enthusiastic students to join its fast-paced world for a 6-months intern program within its account management business development functions. This will be a unique, project-based opportunity where you can develop a variety of competences: by taking part, you will apply real-world rocket fuel to your career. This will give you the opportunity to learn new skills whilst having fun working with smart and enthusiastic people in company with flat hierarchies. The internship will begin in January 2019.

DAILY RESPONSIBILITIES

- Shadow sales engagement actions and own specific customer facing tasks (calls, meetings, follow ups)
- Create your own sales pipeline and reach out to an European wide potential client base
- Align with sales leadership and sales operation to streamline the sales process and ensure quality of execution in a multi-functional environment (sales, channel, marketing, tech teams etc.)
- Participate in periodic business reviews, gather action items and help the extended team executing on them
- Help creating tailored content for specific customer events/activities
- Create market researches on market size and potential competitors in different countries
- Support the project management team preparing analysis and strategy documents for existing clients

BASIC QUALIFICATIONS

Most proper candidates will be able to demonstrate the following:

- Working towards a bachelor or a master's degree in business, marketing, technology, or relevant field of study, due to graduate in 2019 (min. already 3 Semesters).
- Excellent communications and presentation skills in English and German
- Ability to work on your own initiative and as part of a team



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- You will be results driven with analytical capability, with the ability to innovate and simplify current process and practices.

PREFERRED QUALIFICATIONS

- You have previous leadership experience (this could be in university societies/groups/committees, an internship or student job)
- Passion for sales

Please note that our vacancies are limited, so we encourage you to apply early if interested.

We're looking forward to receiving your application, preferably in English. IFC is an equal opportunities employer. We believe passionately that employing a diverse workforce is central to our success. We make recruiting decisions based on your experience and skills. We value your passion to discover, invent, simplify and build.

Please send us your application to hire@amzn-lighthouse.com.