

## TRAINEESHIP IN SPAIN IN AN INTERNATIONAL COMPANY FOR STUDENTS WITH LANGUAGES' SKILLS and INTEREST IN SALES

**MachinePoint** is an international company based in Spain with branches in India and North Africa. We are dedicated to an international trade of used machinery. The Head Office is located approx. 2 hour north from Madrid with great transportation links.

Our Team constitutes of 30 people of different nationalities speaking several languages.

Every year MachinePoint recruits a team of 6 trainees from various countries and nationalities to join their Sales/Marketing team to do a traineeship of 6 to 9 months depending on each trainee needs.

Trainees are trained both in industry knowledge as well as selling, negotiation and telephone tactics.

There is also an opportunity after the traineeship to stay over in the company as junior sales person if the experience has been satisfactory to both, trainee and the MachinePoint.

If you like multicultural environment, you have interest in developing your career into sales or simply want to practice your language skills then this internship is designed for you!

Please find below our trainees' comments on the experience in MP as they say it for itself.

- Knowledge of different languages is required
- Knowledge of Spanish is not required
- Compensation package is provided
- Transportation card provided

Start date: Sep 2010

### Description of an internship:

*Successful candidate will be responsible for:*

- 1. Contacting potential customers and bringing new business opportunities to the company in his respective markets, according to his/her language abilities. Intensive calling is required. Previous experience will be of a plus.*
- 2. Specific technical and calling training will be provided, as well as training in the companies IT system based in Lotus.*
- 3. Helping sales people with sales projects when necessary: translation support, contract preparation, sales negotiations, price negotiations, etc*
- 5. Reporting directly to Marketing Manager on a weekly basis*
- 4. If objectives are achieved there is also chance to participate in other marketing projects (20% of the time). Currently the following projects that need to be developed*
  - a. Online Marketing: campaigns in Google, web design.*
  - b. Media communication: contacting media companies, writing articles, publishing.*
  - c. MP brand image: communication design, new brands definitions, etc.*
  - d. Web project: redesigning of new web page.*
  - e. Market Analysis: several options.*
  - f. Internal communication.*
  - g. Client satisfaction questionnaire.*

### **To apply contact:**

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## What former trainees think of MachinePoint

**Natalia** (Polish, RHUL-Royal Holloway, University of London, UK)

"Priceless, didactic and fun! The internship at MachinePoint helped me to focus on my career goals and my desire to work in an international environment. I have learned more than I ever did and really found what I want to do after I graduate. The other trainees came from such a variety of interests and backgrounds that I found myself constantly challenged and stimulated. Within such an international team you get the chance to practice your languages too. You learn about different cultures and customs and the way they influence, and benefit the workings of the company as a whole. In respect to the nightlife in Valladolid, they say there are more bars than shops so if you enjoy afternoon tapas and "caña", this place is definitely for you!"

**Jules** (Belgian-African, Solvay Brussels School of Economics and Management, Belgium)

"One of the major key learnings in a young, dynamic and international company such as MachinePoint is to challenge academic background whilst learning a lot on a personal level. You gain sound insights into team organisation, in objectives management and, a better perception of the impact of different cultures in a professional environment. The more you get involved, the more you learn and grow. Last but not least, there's a particular good social and night life in Valladolid that you'll definitely enjoy"

**Silvia** (Italian, SSLM- Università degli Studi di Trieste, Italy)

"My experience in MP has been positive and it has given me the possibility to get to know the international commerce sector. I felt part of a multicultural environment and I learnt how to interact with clients on the phone, establishing a first contact with them in the process of fidelization. I had a training on the different machines we are dealing with and I could realize how it practically works the process of buying and selling those machines, step by step (...)"

**Michal** (Polish, Beverages Division Executive for Poland)

"In my opinion, being a trainee at MachinePoint is a very good experience for young people who think about business carrier. In MP I had been given a chance to manage some projects and therefore to learn about international trade, negotiations, logistics etc. It is a valuable experience to have and moreover, the people are nice and the atmosphere is great too. (...)"



**Group of Trainees, September 2009- March 2010**

\*from left, Silvia, Natalia, Volkan, Alexey, Jules, Dimitra and Michal