

# Applied Language – Business Development Manager Internship

**Based:** Oldham                      **Salary:** £14,500 pro rata depending on length of internship  
**Start date:** April 2010              **Duration:** 26 weeks

Applied Language Solutions is a global organisation specialising in the translation and interpreting marketplace

Applied Language opened its first office in sunny Huddersfield. Following a number of moves to support our business expansion, we are currently based in Delph, Oldham. From here the team swelled and grew shoots in Bulgaria, and a sales team in California to enable us to help our USA customers with their translations. Shortly after, we opened offices in Barcelona, Paris and an office in Guatemala to support the sales operations in California.

More recently, we have set up offices in India and two more offices in the US in Chicago and New York. Not only will this allow us to help our Asian customers with their translations, but this will give us 24 hour global coverage, meaning our customers will have access to our services at any time of the day.

This is an outstanding opportunity for the right candidate to join an ambitious, driven and focused team working for a rapidly expanding company in the multi-billion dollar translation industry. The primary responsibility of this role will be to grow new business contacts within a given industry sector.

The successful candidate will be target driven and will receive a salary and commission structure that reflects the responsibility of this office based role.

The candidate will be expected to generate their own new leads, as well as respond to enquiries from potential new customers in their industry sector

## Responsibilities

- With a focus on new business development, the candidate is expected to generate and qualify leads and respond to customer enquiries.
- Work with project managers in our Service Delivery team and follow up with customer to assure satisfaction.
- Using our customised software, develop a database for contacts, activities, and results.
- Self-improvement through organised company training as well as proactive personal development conducted both in and outside of working hours.

## Requirements

The successful candidates will enjoy the selling process, be customer focussed, and have a positive mental attitude towards the sales cycle. Sales are closed by developing a full understanding of the customers' business requirements and supplying the suitable solutions. The professional candidate will be able to work in a high pressured environment and handle a large volume of work.

- Knowledge of a variety of IT file types
- Self motivated and logical individual
- Positive attitude
- Ability to prioritise work
  
- A Bachelors or Masters degree in Computer Science or Information technology field.
- Strong communication and interpersonal skills including the ability to influence others.
- Excellent computer literacy and internet knowledge
- Fluent reading, written and spoken English
- Demonstrated ability to take ownership of tasks and projects, prioritising work and ensuring delivery and overcoming challenges and setbacks.
- Knowledge of a variety of IT file types
- Self motivated and logical individual
- Positive attitude