



Business Development and Account Management Internship -German speaker (LTD1603)



APPLY HERE

THIS IS A FUNDED, ON-SITE INTERNSHIP INCLUDING WORK PERMIT!

Role Description

This is a really exciting opportunity for an enthusiastic and proactive business developer/account manager to gain hands on experience to the full wholesale sales cycle, including prospecting, forecasting, promotional planning, order management, invoicing, and account support. Mentored throughout by a fantastic and experience team, you will support major international nursery and baby retailers across Germany and gain practical experience using e-commerce tools and sales reporting systems. You'll also develop a strong understanding of international account management, retailer requirements, and cross functional collaboration between Sales, Operations, and Finance, resulting in you having a complete understanding of how commercial sales teams operate in a fast paced wholesale environment combining relationship management, data analysis, planning, and execution. This internship offers an abundance of skills, knowledge and experience that will enhance your CV and future career prospects!

Tasks

- Support the onboarding of new wholesale customers from initial setup through to launch
- Conduct prospecting activities, and support customer launches with major nursery retailers
- Support daily management of wholesale and distributor accounts
- Maintain customer pricing files and assist with invoicing and track payment tracking
- Manage customers queries through the sales inbox, ensuring timely response
- Support monthly and seasonal forecasting
- Analyse sales data, order history, trends and promotional impact to improve forecasting
- Assist in planning and coordinating customer promotions

Desired Skills

- Studying a Business, Marketing, Communications, or related degree
- Strong organisational skills and attention to detail
- Confident communicator (written and verbal)
- Comfortable working with spreadsheets, systems, and data
- Proactive, reliable, and eager to learn
- Interest in sales, forecasting, promotions, or international business
- Enjoys working cross-functionally as part of a team



Application Deadline

10 April 2026



Start Date

Summer 2026



Duration

12 months



Location

Northampton,
United Kingdom



Benefits

- Certificate of sponsorship costs paid for
- A private room in a professional shared house, paid for, including Wi-Fi and utilities costs.
- Monthly payment to cover living expenses.

The Host Company

The host company is an Australian-owned business founded in 2008, to help babies achieve better, longer and safer sleep. The first range of innovative swaddles and sleepwear hit the stores of Sydney and sold out in two weeks. Ten years later, this host has established the baby sleep category, is the market leader in Australia, and sells over 300 SKUs, in 40+ countries globally. Following investment in 2019, the business was able to scale up at a significant pace both locally and internationally. As part of this, operations have been launched across China, UK, EU and the US over the last two years, along with continued strengthening of wholesale and distributor relationships to service offline channels. They are continuing to expand their presence globally and have the vision of becoming the #1 global baby and toddler sleep brand, providing better sleep, bigger dreams and a brighter world.

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