

Internship offer

| Company Information | |
|--------------------------------------|---|
| Name of the hosting organization (*) | Ilurco Water Tanks |
| Company Description | <p>http://www.ilurco.com</p> <p>We manufacture High-end Metallic Patented Tanks for Water Storage in Spain and we are present in over 25 countries. This are the sectors we operate in (in order of importance):</p> <ol style="list-style-type: none"> 1) CONSTRUCTION: Project Managers (Engineers) of Construction, Mining companies, Desalination Plant Installers. 2) AGRICULTURAL IRRIGATION: Agricultural Engineers or Farmers who manage agricultural holdings that need tanks of more than 3m3. 3) DRINKING WATER: Public Administrations (City Councils, Ministries of Water, Environment, Housing, Urban Planning, Sanitation, Public Water Companies) 4) PURIFICATION: Project Manager / Installations of Wastewater Treatment Plants or the Food Industry, to store wastewater, vegetable wastewater, ... 5) FIRE FIGHTING: Heads of Installations of Medium / Large Industrial or Distribution Companies that need a Fire Fighting system in their facilities or Public Administration for Systems in Forest areas 6) BIOGAS or BIODIESEL: Biomass Plants |
| Company email address | export@ilurco.com |
| Company full address – Country (*) | Polígono Los Álamos Fase 2, 23, 18230 Atarfe, Granada |
| Company website (*) | www.ilurco.com |
| Contact Person - Name and mail | Juan Alcalá-Galiano |
| Number of employees (*) | 46 |
| Your organization is a Start Up? (*) | no |
| Role Information | |
| Title of the offer (*) | Sales & Marketing Internship |
| Link to the source (*) | Email CV to export@ilurco.com is fine |

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| Role (*) | Sales & Marketing Internship |
| Industry (*) | Water Storage – Civil Engineering |
| Functional Area (*) | Sales & Marketing |
| Location (*) | Granada |
| Main duties (*) | <ul style="list-style-type: none"> • Prospect and qualify leads in LATAM, AFRICA, EUROPE, ASIA. • Schedule meetings and presentations with prospects • Create, plan, and deliver presentations on company products. • Track all sales activities in company CRM system and keep current by updating account information regularly. • Support the Digital Marketing Strategy & Execution (AdWords, Website, Social Media, Email Mkt Tool and automations) • Coordinate with other team members and departments to optimize the sales effort |
| What the intern will learn (*) | <ul style="list-style-type: none"> • The Internship Program will allow the student to learn from professionals in a real-world, work environment by partnering the student with a Business Development mentor • Training in the Water Storage Sector • Export's procedures: negotiation, closure, documents, and logistics • Research and productivity tools • Tendering procedures • Educate in the use of our Digital Marketing and Organizational Tools • Data Analytics, presentations |
| Further information | <p>PC and professional phone number will be provided.</p> <p>Travel, accommodation, and food expenses will be provided when necessary.</p> <p>The office is 10min away of the city centre by car and 30 min by public bus. Although most employees travel in their own car and will be happy to commute alongside</p> <p>Casual dress code (jacket is not necessary)</p> |
| | |
| Duration (*) | 2-6 months |
| Working hours (*) | Monday to Thursdays from 8am to 5pm Fridays from 8am to 2pm |
| Start Date (*) | Flexible |
| Apply by (*) | Flexible |



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| Date of publication (*) Deadline of publication (*) | 6/5/21 Flexible |
| Training bursary (*) | 50€, an extra compensation will be granted if Appraisal is completed successfully. |
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| Candidate Category (*) | Intern |
| Level of Education (*): (BA/MA/PhD/Other) | BA, MA is a plus |
| Field of Education (*) | Engineering, Business or Marketing |
| Willing to host person with disabilities (*) | yes |
| Language Skills (*) | English or Spanish mandatory French, Arabic, Italian, Portuguese, German, Russian or any other European/Asian language is a plus |
| Digital Skills | Microsoft Office and/or Google Suite Marketing skills are a plus |
| Other skills requested | |
| | |
| Information for Application (*) | Email CV to export@ilurco.com is fine |

(*) Mandatory Fields

(*) **Mandatory fields In Arqus colour:** Fields that go visible on the website. The URLs in brown don't go visible.