

# APPLAUSE



Applause [www.applause.com](http://www.applause.com) empowers leading brands to deliver flawless digital experiences for their customers on any device, in every location. The company's testing, feedback and research solutions enable businesses to delight customers, drive topline revenue and innovate faster.

Applause ensures digital quality for websites, mobile apps, IoT products and in-store interactions in a way no other approach can – via its technology platform and managed global community of over 450,000 on-demand digital experience experts. Only real people on real devices in real locations can provide the real issues and feedback that brands need to deliver great digital customer experiences. Thousands of companies of every size – including Google, BMW, Adidas and Netflix– rely on Applause to dramatically decrease the time and cost of delivering great digital experiences for their customers.

To help us grow the European market from our **Berlin office**, we are now looking for a English, German, Spanish, Italian or French speaking:

## **Intern (m/f/x) Sales Analyst –Europe**

### **Your Responsibilities:**

- You assist our Business Development and Sales Teams with research and analysis of markets and potential customers for our Testing solutions on the European market (e.g. Germany, UK, France, Italy, Spain).
- You identify suitable contact persons for prospective customers
- You collect data and communicate effectively your results using CRM tools.
- You collaborate with our Marketing Team and help them find potential guests for sales related events.
- You work together with the analysis team to constantly improve and develop processes.
- You support in day-to-day business and sales operation.

### **Your Background:**

- You are a recent graduate or student in your last year of Business, Economics, Marketing, IT, Social Sciences or similar.
- You are passionate about working in Sales and ideally have already had some experience in B2B-Sales or market research.
- You have a good understanding of the mobile industry and its applications (Apps, Wearables, Web-Portals) or are interested to know more about it.
- You are a quick learner, highly motivated and possess analytical thinking.
- You work focused, efficient and independently to deliver reliable results in tight deadlines.
- You speak English and one major European language (e.g. French, Italian, Spanish, German) fluently.
- You are willing to support us 40 h/week for a minimum of 6 months

### **Why Applause?**

With you as part of our team we want to expand our success in Europe as to inspire businesses with our innovative product. Working at Applause would mean to have:

- A highly motivated team with a pleasant and cooperative working atmosphere
- The chance to grow and contribute to the company's success
- Variety of learning and development opportunities in a dynamic international environment
- Attractive salary of 1600€/month (gross)
- Great office in the centre of Berlin, right next to Gleisdreieckpark
- Team events on a regular basis
- Kicker and ping-pong tables and PlayStation in the office

Would you like to become a full-time employee after your studies? Take the chance and start your internship now. We're looking for highly motivated people who are willing to join afterwards our Sales and Business Development team.

Would you like to be involved in the expansion of an international company and work for one of the fastest growing technology companies? Then Applause is the perfect company for you!

Apply sending your CV in English to: [eurespuglia@regione.puglia.it](mailto:eurespuglia@regione.puglia.it) and CC [vpancheva@applause.com](mailto:vpancheva@applause.com).

The traineeship offer is within Your first EURES job <http://www.yourfirsteuresjob.eu/it/home>