

ERASMUS + COMPANY RELATIONS OFFER

Espamob' is a **partner** organization of **Erasmus +** European mobilities. We receive and coordinate Erasmus + projects from all European countries to ensure **expertise** and **successful mobility**.

In our agency, you will be required to put your skills to **develop** the best **relationships** with our partner companies and to create **new ones**. Our offices are situated in the business district of Barcelona, 200 meters from the sea. We would be delighted to welcome you to our **multicultural team** if you meet all our search criteria!

For this position, you will be entrusted with different types of missions:

The search for new collaborations

Your main tasks will be to seek for new collaborations with companies to widen Espamob's contacts and thus develop the sectors of activity proposed to students and institutions. The missions concerning the research of new collaborations will be varied:

- **Research** of potential companies
- Intelligent **prospecting**
- Establish **strategic collaborations** with different sectors (companies, associations...)
- **Canvassing companies** by different means: email, telephone ...
- **Visits** in companies
- Presentation of our **services** and **projects**
- Setting up **collaborations** with partner companies
- **Optimization** of the customer relationship

With our multicultural team, you will learn to create real commercial relationships with our partner companies, to reach internal objectives. Your involvement will be essential for the realization of future projects.

Logistics

The organization of mobility projects with partner institutions and companies is a task that requires a lot of logistics and organization. The tasks concerning the internal logistics will be varied:

- Defining **the internal objectives** but also the objectives of the projects and partners
- **Organization** of the mobility schedules
- **Respecting** deadlines
- **Recurrent meetings** with the team to ensure the smooth running of projects

Project follow-up

Espamob' aims at satisfying its partners thanks to its expertise and quality services. To demonstrate this professionalism, project follow-up is a major asset. The missions that will be entrusted to you for the follow-up of the project are varied:

- **Reception** of groups
- **Visits** to companies
- Participation in **evaluations**
- **Constant contact** with the companies
- Ensuring the **smooth running** of the work experience with the participants

Profile sought:

For this position, we are looking for a master's student or recent graduate of a **business or sales school**. Previous sales **experience** is **required** to apply for this position. Motivated, versatile, and autonomous, we are looking for the **rare pearl**.

Several types of skills will be required:

Technical skills:

- Spanish level C1, English level B2
- French and Catalan are a plus
- Pack office

Functional skills:

- Great sense of organization and negotiation
- Commercial spirit
- Strategic vision
- Optimization of time
- Great autonomy

40 hour per week position in Spain

Are you passionate about business relations, autonomous, with good language skills and a real talent for negotiation? This position is for you!