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MARKETING / SALES

Graduate Job

| | |
|-----------------------------|-------------------|
| Reference: | GCLB 1 - 180 |
| Job Title: | Sales Executive |
| Company Description: | Online Accounting |
| Location: | London |
| Start Date: | ASAP |

Job Description:

This is an exciting and fast paced role for a successful accounting business. The role will be to support and promote the company's various services by generating warm leads to promote the business and creating new sales campaigns to target the accounting community. You will have the ability to build relationships quickly and easily whilst maintaining a sales CRM system to ensure customer data is intact. It is important to be the voice of the company being professional and friendly and to quickly qualify if a lead is warm or not.

They are looking for a friendly team member who is ready to take a plunge into the deep end at this fast paced company. This is a new role and will generate a large proportion of our new business leads. The right candidate will work well under pressure and thrive in a busy environment.

Essential requirements:

- Perfect written and spoken English
- Excellent English skills both verbal and written
- Very strong communication and negotiation skills
- Uses own initiative
- Non traditional sales manner
- Great customer service
- Excellent phone manner
- Great organisation
- Self starter
- Able to work as part of a team
- Ability to work towards targets

Desirable attributes:

- Previous sales experience

Remuneration details:

- Salary circa £20,000 per year depending on experience

More details: <http://www.intergrad.co.uk/ops/job.php?id=744&job=Sales-Executive>

Graduate Job

| | |
|-----------------------------|---|
| Reference: | GPOI 1 - 170 |
| Job Title: | Sales, Marketing and Business Development Executive |
| Company Description: | Software Company |
| Location: | Hampshire |
| Start Date: | ASAP |

Job Description:

This is an exciting opportunity to join a small but growing team working within a dynamic, market-leading small business.

This is a hands-on job, with responsibilities for marketing and selling real-time business-critical decision support applications for the Energy Market.

The Sales, Marketing and Business Development Specialist is responsible for marketing to generate, qualifying and prosecuting new sales leads to support the Managing Director and other sales personnel.

This individual will be a highly motivated, self-starter able to identify and develop new business prospects from multiple sources including inbound marketing leads, prospect lists, discovery and individual research. A dynamic personality with a drive to reach decision makers is essential!

Key Responsibilities:

- Develop new business via telephone and other communication such as email, mailshots and social media to introduce various products and identify appropriate buyers within the target market
- Reviewing the company sales and marketing material, to ensure it is achieving its aim and remaining up to date
- Propose updates/ changes / new marketing methods
- Monitoring of the company website / Adwords / LinkedIn ads performance
- Identifying visitors and generation of potential leads
- Assisting Sales and Sales admin
- Lead Generation / Sales presentation preparation
- Follow up on leads and conduct research to identify potential prospects
- Identify key buying influencers within these prospects to determine budget and timeline
- Build and cultivate prospect relationships by initiating communications and conducting follow-up communications in order to move opportunities through the sales funnel
- Work with the Managing Director to develop and grow the sales pipeline to consistently meet quarterly revenue goals
- Manage data for new and prospective clients in Pipedrive.com, ensuring all communications are logged, information is accurate and documents are attached
- Prepare and analyse sales pipeline reports and dashboards
- Prepare and adapt marketing media to changing product capabilities and market requirements
- Delivery of consistently excellent customer service
- Advising customers of great offers
- Delivery options to maximise sales
- Utilising stock and processes
- Build and maintain a rapport with customers, up selling to achieve maximum sales

Essential requirements:

- Excellent written and spoken English
- Ability to work professionally, quickly and accurately whilst under pressure with a friendly, positive can do attitude
- Self-motivated, pleasant personality. Must enjoy working in a small team and individually
- Ability to communicate with accuracy and clarity in both verbal and written communications, especially with external personnel at all levels
- A strong technical ability able to understand complex technical software solutions and to be able to present these to potential customers
- Have a 2.1 in a relevant Masters or under graduate degree or at least 5 years demonstrable relevant and current experience
- Experience in a test sales role for a technical company
- Experience developing sales and marketing material and literature
- A proven track record of strong client interaction and relationship building.

Desirable attributes:

- Good understanding of MS Office tools, (Excel, Word etc) and the Internet is very important
- Demonstrated ability to meet and/or exceed determined sales and activity quotas
- Excellent client service skills and interest in a small business
- Confident personality with excellent presentational skills and telephone manner

Company Activity:

- Software Company

Location:

- Hampshire

Remuneration details:

- Based on experience

More details: <http://www.intergrad.co.uk/ops/job.php?id=740&job=Sales,-Marketing-and-Business-Development-Executive>

IT
Graduate Job

| | |
|-----------------------------|------------------|
| Reference: | GPOI 2 - 171 |
| Job Title: | Software Tester |
| Company Description: | Software Company |
| Location: | Hampshire |
| Start Date: | ASAP |

Job Description:

This is an exciting opportunity to gain valuable experience within a dynamic, market-leading small business. This is a real job, with real responsibilities developing real time business critical decision support applications for the Energy Market.

This opportunity is for a delivery focussed role. The successful candidate will be working in a small office with a friendly atmosphere (Monday to Friday for 37,5 per week) and he or she will operate as part of a team where their role will include:

- Analysis, interpretation, validation of User and System requirements to assist in the design, development of test cases and physical testing of the companies market leading SaaS offering
- Design and specification of web application requirements focusing on the Energy Trading, generation and supply market

Essential requirements:

- Excellent written and spoken English
- Ability to work professionally, quickly and accurately whilst under pressure with a friendly, positive can do attitude
- Self-motivated, pleasant personality. Must enjoy working in a team and individually
- Ability to communicate with accuracy and clarity in both verbal and written communications, especially with internal staff at all levels.
- Good understanding of MS Office tools, (Excel, Word etc) and the Internet is very important
- Excellent attention to detail and methodical approach
- A strong ability to solve numerical problems and analyse web based solutions with excellent attention to detail
- Strong research and analytical ability
- Studying a relevant Masters or Under graduate degree
- Experience with testing or developing software applications
- Previous experience in a commercial office/business environment would be an advantage
- Portfolio of previous projects that show level of work and expertise would be very advantageous

Desirable attributes:

- Knowledge and experience of software testing and testing methodologies
- An interest in a small business
- Knowledge of current internet standards and security
- Confident telephone manner
- Technical competence
- Experience of software installation and technical support

Remuneration details:

- Based on Experience

More details: <http://www.intergrad.co.uk/ops/job.php?id=741&job=Software-Tester>

Graduate Job

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|-----------------------------|-----------------------|
| Reference: | GPOI 3 - 172 |
| Job Title: | Application Developer |
| Company Description: | Software Company |
| Location: | Hampshire |
| Start Date: | ASAP |

Job Description:

This is an exciting opportunity to gain valuable experience within a dynamic, market-leading small business. This is a real job, with real responsibilities developing real time business critical decision support applications for the Energy Market. This opportunity is for a delivery focused role.

The successful candidate will be working in a small office with a friendly atmosphere (Monday to Friday for 37,5 per week) and he or she will operate as part of a team where their role will include:

- Analysis, interpretation, validation of User and System requirements to assist in the design, development of test cases and physical testing of the companies market leading SaaS offering
- Design and specification of web application requirements focusing on the Energy Trading, generation and supply market

Essential requirements:

- Excellent written and spoken English
- Ability to work professionally, quickly and accurately whilst under pressure with a friendly, positive can do attitude
- Self-motivated, pleasant personality. Must enjoy working in a small team and individually
- Ability to communicate with accuracy and clarity in both verbal and written communications, especially with internal staff at all levels
- Excellent working knowledge of relational database principles and database integration
- A detailed knowledge of ASP.NET, VB.NET, HTML, Javascript, CSS, JQuery and AJAX
- Experience using MS Visual Studio
- A strong ability to solve numerical problems and implement web based solutions with excellent attention to detail
- Have a 2:1 in a relevant Masters or under graduate degree or at least 5 years demonstrable relevant and current experience
- Experience of system, user and unit testing, developing and testing real time operational business critical software and with the development technologies listed above

Desirable attributes:

- Knowledge and experience of software testing and testing methodologies
- Good understanding of MS Office tools, (Excel, Word etc) and the Internet is very important
- Knowledge of OLEDB, coding windows services, ASP.NET server controls, JQuery widgets, and mobile applications
- An understanding of SQL and the ability to write SQL statements to interact with a database
- An understanding of source control techniques and tools, including SVN
- Knowledge of software installations and support
- An interest in a small business
- Knowledge of current internet standards and security, together with confident telephone manners
- Portfolio of previous website projects that show level of work and expertise would be advantageous

Remuneration details:

- Based on Experience

More details: <http://www.intergrad.co.uk/ops/job.php?id=742&job=Application-Developer>

BUSINESS ADMIN & MANAGEMENT

Graduate Job

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|-----------------------------|-------------------|
| Reference: | GCLB 3 - 182 |
| Job Title: | Account Manager |
| Company Description: | Online Accounting |
| Location: | London |
| Start Date: | ASAP |

Job Description:

This is an exciting and fast paced role for a successful accounting business. This full time role as Account Manager will focus on nurturing our accounting partners who use their accounting software and assisting them in helping to grow their practice. Daily tasks will include:

- Responding to new accountant signups
- Reestablishing relationships with existing accounting partners
- Building rapport and projecting the company ethos
- Meeting accounting partners and attending events
- Using interpersonal skills to encourage client retention and growth
- Answering the phones to accountant queries
- Using our CRM system to manage relationships and keep detailed records
- Understanding the individual needs of our accountants
- Being responsible for managing relationships with allocated accountants

Essential requirements:

- Perfect written and spoken English
- Friendly personality and professional approach to work
- Some previous sales or account management experience
- Great listening and communication skills, as well as organisation skills
- Excellent phone manner and attention to detail
- Must be team player
- Must be happy to pitch in and take on ad-hoc tasks
- Must be interested in SAAS products
- Must have work experience in an office environment
- Must have strong public speaking and presentation skills

Desirable attributes:

- No prior knowledge of accountancy is required, but would be preferable

Remuneration details:

- Salary circa £20,000 per year depending on experience

More details: <http://www.intergrad.co.uk/ops/job.php?id=746&job=Account-Manager>

Graduate Job

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|-----------------------------|------------------|
| Reference: | GPUR 2 - 174 |
| Job Title: | Export Assistant |
| Company Description: | Manufacturers |
| Location: | London |
| Start Date: | ASAP |

Job Description:

Help open up new export markets within the plastics industry selling B2B. This will include:

- Marketing
- Database management
- Joint sales calls, so a good command of the English language is imperative
- Hours of work will be from Monday to Friday, from 09:00am to 17:00pm

Essential requirements:

- Excellent written and spoken English
- Fluency in another language including Italian or Spanish
- Studying for a relevant Masters or Degree in either Plastics or Chemistry OR Marketing with a knowledge/interest of the Plastics / Chemistry industry
- Confident telephone manner
- Ambitious
- Logical and methodical approach
- Outgoing personality
- Technically minded
- Good understanding of technical words
- Good computer skills – MS Office, Internet

Desirable attributes:

- Previous experience would be useful but not essential
- Any knowledge of Polymer Plastics would be an advantage

Remuneration details:

- A training allowance of £900 a month will be provided to assist with accommodation and subsistence costs.

More details: <http://www.intergrad.co.uk/ops/job.php?id=743&job=Export-Assistant>

Graduate Job

| | |
|-----------------------------|-------------------------|
| Reference: | GKIM 4 - 167 |
| Job Title: | Trade Support Assistant |
| Company Description: | Investment Management |
| Location: | London |
| Start Date: | ASAP |

Job Description:

This company is a large multi-national with office in Milan, Rome, London, New York, Turin & Lugano. The London office employs 20 people including two on the Dealing Desk and three in Operations. The London office is situated in the heart of the Finance district. This is an opportunity to work within a small Operations team covering both global multi asset single funds and fund of funds. This role is suitable for either a placement student or a recent graduate.

The role will be initially for 6 months with the possibility of this being extended. Back/ middle office trade support which includes cash & stock reconciliation, pricing, corporate actions, dividends, portfolio valuation across a wide range of products - Pan-European/ North American/Emerging markets - Equities, Fixed income, Swaps, Options & Futures.

Key Requirements:

- Performing daily stock & cash reconciliations with Prime Brokers/ Custodians on all fund accounts (cash, equities, futures, Swaps, options, fx, etc.) using Excel
- Updating the Fund accounting systems to reflect cash journals, corporate actions, dividends, interest income and expenses
- Maintaining the funds' accounting records on the Fund accounting database to provide accurate data on a daily basis as required for internal and external purposes eg. funds' NAV, MTD performance, portfolio analysis, long/short positions, etc
- Checking trades/OMS system during the day
- Dealing with settlement issues
- Assisting in any new Operational projects that may arise during this period
- Collating information for Compliance checks
- Monthly archiving
- General office duties
- Maintaining close working relationships with: Front, middle & back office staff in the Company's London office. The funds' prime brokers, custodians and administrators & the funds' trading counterparties

Essential requirements:

- Strong MS office suite skills
- Fluent English required
- Extremely numerate with excellent oral and written communication
- Studying a relevant degree

Desirable attributes:

- Experience in a similar role preferred

Remuneration details:

- £1250

More details: <http://www.intergrad.co.uk/ops/job.php?id=739&job=Trade-Support-Assistant->

HUMAN RESOURCES/ RECRUITMENT

Graduate Job

| | |
|-----------------------------|---|
| Reference: | GNGF 2 - 127 |
| Job Title: | Trainee Recruitment Consultant - Nordic, German, Dutch or French speaking |
| Company Description: | International Recruitment Consultancy |
| Location: | Newcastle |
| Start Date: | ASAP |

Job Description:

In this role you will be responsible for the full 360 life cycle development, growth & management of long term client and candidate relationships in the market that you are assigned to and in order to succeed you will be given full industry leading training in all aspects of sales, recruitment & head-hunting in a first class career development plan which also includes an advanced sales course within our internal training academy. This role is office based in Newcastle and you will be dealing with candidates and clients by telephone with longer term opportunities to meet with clients that you develop a working relationship with. The role will include selling on different levels and in different forms from client cold calling, qualifying candidates & selling them opportunities, advertising, marketing, database growth & development. This is a unique opportunity for the right person to build a long term lucrative career where you will be given the chance to flourish both professionally and financially as should you join the company you will be rewarded with a highly competitive salary package with a well-structured & incentivised uncapped bonus scheme and first class career development plan.

Essential requirements:

- You MUST be fluent in a Nordic language (Norwegian, Swedish, Danish or Finnish) or fluent in French, Dutch or German
- Very hard working, extremely self-motivated & highly driven individuals
- Graduate calibre individuals, though degree level education is not essential
- You should definitely be of a positive, dynamic, confident, optimistic & enthusiastic nature with excellent communication skills
- You will ideally have at least 6 months Sales, Business Development, Outbound Telesales or Business-to-Business or Account Management experience but this is not essential as long as you have the desire to thrive & succeed in a competitive sales environment - we are looking for both entry-level and/or experienced professionals
- Most importantly however, you should have a genuine passion to work in a fast paced & target driven sales environment

Desirable attributes:

- Previous head-hunting / recruitment experience would be an advantage but certainly not essential

Remuneration details:

- The package will include a base salary of between £16-22k per year depending upon experience and as already stated above, your realistic 1st year total earnings including bonuses are between £30-50k, you have the potential to make double of this figure in only your 2nd year with us and you should be earning £100k in year 3. It is entirely up to you how much you earn and how far you go - your destiny is in your own hands.

More details: <http://www.intergrad.co.uk/ops/job.php?id=734&job=Trainee-Recruitment-Consultant---Nordic,-German,-Dutch-or-French-speaking>

Graduate Job

| | |
|-----------------------------|---|
| Reference: | GNGF 3 - 128 |
| Job Title: | Trainee Recruitment Consultant - German, Dutch or French speaking |
| Company Description: | International Recruitment Consultancy |
| Location: | London |
| Start Date: | ASAP |

Job Description:

In this role you will be responsible for the full 360 life cycle development, growth & management of long term client and candidate relationships in the market that you are assigned to and in order to succeed you will be given full industry leading training in all aspects of sales, recruitment & head-hunting in a first class career development plan which also includes an advanced sales course within our internal training academy. This role is office based in London and you will be dealing with candidates and clients by telephone with longer term opportunities to meet with clients that you develop a working relationship with. The role will include selling on different levels and in different forms from client cold calling, qualifying candidates & selling them opportunities, advertising, marketing, database growth & development. This is a unique opportunity for the right person to build a long term lucrative career where you will be given the chance to flourish both professionally and financially as should you join the company you will be rewarded with a highly competitive salary package with a well-structured & incentivised uncapped bonus scheme and first class career development plan.

Essential requirements:

- You MUST be fluent in French, Dutch or German
- Very hard working, extremely self-motivated & highly driven individuals
- Graduate calibre individuals, though degree level education is not essential
- You should definitely be of a positive, dynamic, confident, optimistic & enthusiastic nature with excellent communication skills
- You will ideally have at least 6 months Sales, Business Development, Outbound Telesales or Business-to-Business or Account Management experience but this is not essential as long as you have the desire to thrive & succeed in a competitive sales environment - we are looking for both entry-level and/or experienced professionals
- Most importantly however, you should have a genuine passion to work in a fast paced & target driven sales environment

Desirable attributes:

- Previous head-hunting / recruitment experience would be an advantage but certainly not essential

Remuneration details:

- The package will include a base salary of between £17-24k per year depending upon experience and as already stated above, your realistic 1st year total earnings including bonuses are between £30-50k, you have the potential to make double of this figure in only your 2nd year with us and you should be earning £100k in year 3. It is entirely up to you how much you earn and how far you go - your destiny is in your own hands.

More details: <http://www.intergrad.co.uk/ops/job.php?id=735&job=Trainee-Recruitment-Consultant--German-Dutch-or-French-speaking>