European Business Development Intern in Singapore

Paid (1500 SGD) full time (40h/w) internship, starting in February 22

Are you ready to put your theoretical knowledge into practice? Then join our Eastwise team in Singapore and shape your career!

About us:

Eastwise is a SME headquartered in Hong Kong. Our strong team consists of 30 people, split across China, South-East Asia and North Africa. We are offering an all-in-one sourcing service solution. Meaning that we are an externalized sourcing office that handles everything from identifying the right manufacturers to the pre-shipment inspection by our own quality control team.

Which responsibilities can you expect?

Would you like to experience Eastwise from different perspectives and regions? Do you love working on international mission-critical projects? Are you willing to step out of your comfort zone and ready to embrace diversity?

- Develop a strategic approach for the German market (Market Analysis, Sales Pitch, etc.)
- Set-up a CRM database in monday.com and maintain the data to keep the team updated
- Prospection of new customers through cold-calls, e-mails and social media (Xing and LinkedIn)
- Lead presentations, negotiations and guiding the customer through the sales cycle
- Negotiate projects and prices with potential manufacturers
- Represent the company as member of the German Chamber of Commerce

Depending on the situation and Covid-19 regulations…

- Business trips to manufacturers in China and South-East Asia
- Trips to the Shenzhen office to connect with the team
- Attend trade shows in Asia
- Networking with Managing Directors and C-level executives

What we expect:

- Bachelor’s/master’s degree (preferred) in business/economics, industrial engineering, etc.
- German native or at least C1 level of German
- Outstanding communication skills and fluency in English (French/Mandarin/Cantonese is advantageous)
- Hands-on mentality with a high degree of initiative and autonomous work ethic
- Excellent presentation skills
- Proficient in MS Office
- Organized, detail-oriented, pro-active and patient
- Availability of minimum 6 months

**What you can expect:**

- Competitive salary
- Covering of visa costs for Singapore/Hong Kong and business trips
- Travel expense reimbursement
- Covering of insurance costs

Do you want to have some real impact on the business instead of dealing with Excel and PowerPoint all day? Do you want to work autonomously and take on great responsibilities in a dynamic environment?

If you can answer these questions with a clear YES, please send your application in English (including motivational letter, resume) to:

Mr. Jeremie Arntz – Jarntz@b2b-asia.com

and Mr. Hannes Jacobi – hjacobi@b2b-asia.com