

ERASMUS STUDENT WORK PLACEMENT IN THE CZECH REPUBLIC

EMPLOYER INFORMATION

Name of organization	On Line s.r.l.
Address incl. post code	Vyskočilova 1481/4 BB Centrum, Beta Building 140 00, Prague 4 Czech Republic
Telephone	+ 420 724 468 949
E-mail	Petra.vymazalova@online.it
Website	www.online.it
Number of employees	150+ .. from all around the Europe
Short description of the company	Strategically focused on the IT industry working with the major IT Companies, On Line has established a strong relationship with Customers, enabling us to become a part of their sales force. We always manage telesales outsourcing services, offering customers Inside Sales activities.
Other	

CONTACT DETAILS

Contact person for this placement	Petra Vymazalová
Department and designation / job title	Human Resources Department – Recruitment assistant
Direct telephone number	+ 420 724 468 949
E-mail address	Petra.vymazalova@online.it

PLACEMENT INFORMATION	
Department / Function	International Sales Representative
Description of activities	<p>For our ongoing projects in cooperation with Hewlett Packard and Cisco we are looking for new colleague/trainee for position International Sales Representative.</p> <p>Main duties of the role:</p> <ul style="list-style-type: none"> ▪ You represent an IT industry leader and provide top class sales solutions to their authorized partners (in the area of hardware or software solutions) as an Account Manager ▪ You engage with Mid-Market level strategic customers to understand their business needs and follow up projects ▪ You manage assigned and/or new partners via telephone to source and analyze potential business opportunities ▪ You act as business advisor and build business plans ▪ You are responsible for territory, customer management and growth for opportunity creation, pipeline and closed revenue targets against the given quota ▪ You are working with internal tools (CRM, online portals, etc.)
Location	Prague
Duration	12 months
Working hours per week	40
Accommodation	Not provided
Details of financial and “in kind” support to be provided	<p>On Line provides student with salary, which is sufficient to cover living costs in Prague and active social life.</p> <p>Meal vouchers for every working day.</p> <p>Fresh fruits served every day in the office.</p>
Other	<p>Our motto:</p> <p>Behind every successful venture, there is someone who took a change and made a brave decision.</p> <p>Possibility to gain working experience in young dynamic and international team.</p> <p>The trainee will have chance to learn sales and account management techniques, how to approach customer and how to successfully close a deal with strategic customers.</p>

COMPETENCES, SKILLS and EXPERIENCE REQUIREMENTS

Languages and level of competence required	native German or native Polish upper-intermediate level of English
Computer skills and level of skills required	user knowledge of MS Office
Drivers license	Not needed
Other	High level of communication skills Previous work experience in customer service or sales is an advantage Interest in IT Ability to learn and willingness to work on self-development

INFORMATION PROVIDED BY

Name	Petra Vymazalová
Department / Function	Human resources department - Recruitment assistant
E-mail address	Petra.Vymazalova@online.it
Phone number(s)	+ 420 724 468 949
Date	15.4.2015