

RAI Amsterdam is looking for a commercial student with strong social skills for the position of:

### **COMMERCIAL TRAINEE AQUATECH CHINA, MEXICO & AMSTERDAM**

#### **Your internship in one sentence**

You will support the Aquatech team with their international account management, customer relationship management activities, concept developments and market research.

The Aquatech team within the division RAI Exhibitions is responsible for organizing the Aquatech Global Events. These are the world's leading international trade fairs in the field of process, drinking and wastewater in Europe, Asia and Latin-America. The events take place in Amsterdam, Shanghai, and Mexico City.

#### **Traineeship description**

Your (daily) tasks are as follows:

- You will explore new market segments for Aquatech by conducting market research;
- You support the team in marketing, sales & co-ordination of projects for Aquatech Amsterdam, Aquatech China and Aquatech Mexico. You are responsible for planning and monitoring of these projects, supporting & developing activities, and external / international contacts;
- You make service calls to exhibitors. You will contact them to see how far they are preparing for the fair and whether you can help. You try here to sell our products and services, and you will ensure that exhibitors invite their customers to the fair.
- You support the Aquatech team at operational level
- You reply to information requests from colleagues, international customers and relations, and others by phone and e-mail;

#### **Who are we looking for**

- You follow a Bachelor degree education in sales, marketing, international business, or event management;
- You are fluent in English (both in speaking and writing). Knowledge of the Spanish language is a preference. Your English will be tested during the selection process;
- You are an enthusiastic, independent person. You take initiative and are a hard worker. You have a commercial way of thinking;
- You are precise, diligent and accurate; You are a go-getter and like to work hard in the team towards the deadline of the event; You are flexible, customer-focused and friendly;

#### **Who do you work with**

The team of Aquatech Global Events consists of a Product Manager, Sales Manager, Operations Coordinator, Marketing Communications Manager and a Domain Manager. This team is 100% committed to make every Aquatech event a success. Innovation is a key element of the events and the team is ambitious and always busy exploring new markets.

### **What we offer you**

- An inspiring internship
- Development of your business and personal skills
- Independence, the ability to influence your own tasks and responsibilities
- The opportunity to make many (international) contacts
- You will work in an enthusiastic, ambitious, and experienced team.

### **Important information**

Number of hours per week: 40

Internship period: September 2018

### **Information and applications**

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