WHAT IS EMG?
Educations.com is part of the Educations.com Media Group (EMG), the largest education media group in Europe with a head office in central Stockholm and branches in Denmark, Germany, Finland, France, the Netherlands, Norway, and the UK.

Our online study choice websites provide students with convenient tools and resources to search for, compare, and apply for education programs, all on one platform. We strive to provide students with everything they need to find their ideal education.

Who are we?
Our dynamic team at Educations.com is a group of young, ambitious professionals from diverse backgrounds. We operate in a start-up environment where enthusiasm, integrity, and ambition are an integral part of our everyday work. We take pride in our tasks, but that doesn't stop us from enjoying a good laugh and a beer (or three) together on a Friday.

What do we do?
We specialize in creating custom marketing campaigns for universities and schools around the world to increase brand awareness and enrollments for their institution. In a way, we act as a connection point between education seekers and education providers.

DETAILS OF THE INTERNSHIP
We are seeking an intern for the fall of 2015 for a duration of 4-6 months in our Stockholm office. This intern will focus on business strategy, research, and the sales process.

What you'll learn
- The consultative sales process.
- Pipeline management & lead prospecting.
- Utilizing our CRM (customer relationship management) system.
- Challenges in conducting business at a global level.
- Differences between developing business relationships with public and private institutions.
- How to analyze and improve internal process, with an emphasis on creating solutions that have a tangible impact.
- Interdepartmental processes and the collaboration challenges that come from being an international company.
- What it takes to create a successful web-based business.
- How to develop user profiles and digital strategies for how we approach clients.

What our project entails
- Determine the size of the international student recruitment market with a focus on free moving degree seekers.
- Based on the market, analyze the development of our platform, the current situation, and the future of our website.
- Research which countries are focusing on sending students abroad with specific regard to level of study, programs, and languages.
- Explore how universities recruit international students through various channels, including budget setting, strategies, and allocation of resources for marketing campaigns.
- Present how the industry is changing and where we can discover our next big opportunity!

What we're looking for
- You are enrolled in a master’s program or have recently graduated from one.
- You speak fluent English; other languages are a bonus.
- You are structured, thorough, and driven.
- You have excellent analytical skills and are a team player.
- You have a strong interest in business development and strategy.

Does our description fit you? If so, submit your CV and cover letter to career@educations.com as soon as possible. The internship begins in early August and will last 20 weeks in duration. We look forward to welcoming our new addition this fall!