DESCRIPTION

Connect to local house owners in the Netherlands
Field: Sales & Real Estate

Time period
• Start date: 1st July 2016 (preferably);
• End date: 31st January 2017 (preferably);
• 40 hours per week;

Background
Housing Anywhere is a student-to-student housing platform. On our platform students can sublet their rooms to international students. The number of international students looking for a room is increasing day by day, therefore, our goal is to expand our supply side in order to offer more rooms to our users.

Your Responsibilities
You will be responsible to increase the rooms offered on our platform, by connecting to house owners/landlords (non-students).

Tasks of an “Room Acquisition”

Main tasks:
• Generate new contacts and plan visits to landlords
• Support the landlords while using the platform
• Build a relationship with landlords
• The relationship building we do either by personal visits or simply by phone calls; this depends on the country.

Other (supporting) tasks:
• Verifying users in our platform, website translation, calling users, preparing meetings at conferences
• Other tasks that could help improving the start-up.

REQUIREMENTS

Characteristics we are looking for in our Room Acquisition:
• Knowledge about the real estate market: you need to know a bit the real estate market.
• Language: you should be able to speak English on an above-average level and you should be native or fluent in one of the following languages (exception for Native English speakers): German, Italian, French, Spanish, Finnish, Danish, Swedish, Norwegian.
• Coffee lover: you will do a lot of coffees with local landlords / house owners, so we hope you like coffee! :-) (or tea, maybe..).
• Independent: The ability to work independently (you report directly to Management).
• Structured: The ability to work in a structured manner: the only way to make sure that HousingAnywhere.com will not become a victim of its own growth, is to be very organized. You will need to work according to specific checklists of our framework and develop the checklists yourself if they do not yet exist.
• Persistent: You will be part of a Sales Team. A central characteristic of good sales people is that they are very persistent: they should be able to get many rejections and still continue their job. You should be able to keep on selling this product over and over again.

• Productive and motivated worker: We need someone who is a hard worker and is really passionate about HousingAnywhere.com. You will work 40 hours a week, but should HousingAnywhere.com grow much more rapidly than expected, we are looking for people who are willing to go the extra mile. It has happened that our team had to work on a Sunday. Although this is not common, you should be prepared for it!

• Energetic, optimistic and imaginative power: you need to motivate yourself and your colleagues, also in bad times.

• Willing to do simple tasks: For example, replacing a logo on our website, emptying the dishwasher etc. It won’t be your main job, but these things will be part of the job since we are still a startup and we have to get the job done together with the whole team.

BENEFITS

Cool Things
• You will develop your sales, negotiation and business communication skills
• Our team consists of 24 people, with 16 different nationalities, of which the oldest person is 26 years old; also having this experience of working in an international work environment will be a good element to have on your CV

Allowance
The internship allowance is 650€ per month (additionally, you can try to apply for the Erasmus+ grant).

How To Apply
You can directly apply via the following link: https://www.housinganywhere.com/jobs

Questions?
Send an email to Davide on hrm[at]housinganywhere.com.