Internship | Online Partnership Manager | Head Office Rotterdam | Full-time

Are you looking for an internship with possibility to stay at a quickly growing start-up? Did you study abroad and fell in love with the international life? Do you thrive in international environments, have the start-up spirit and are you hungry to make an impact in the world?

Look no further -- join us at Housing Anywhere and become responsible for launching and expanding our network of partner universities in your country.

Time period:
- Start date: 15th of January 2017 (preferably);
- Duration: 6+ months
- 40 hours per week.

Your mission: Maintain and grow the international online partnerships between us and other leading housing websites.

Background: there are many other housing websites in the world. We would like to integrate them, this has a few advantages for us:

- It's good for a start: in cities where we recently started, we don't have enough rooms posted by landlords & students yet. If we join force with another housing website, then we have more rooms on our website, and everyone can go faster.
- It's good for our image: in cities where we are not super active at all. We don't have any local student or Room acquisition working. However, there are many students looking on our website already. If we show them an empty platform, they get disappointed. By integrating partners in these popular cities, our users are happy: "on HousingAnywhere.com you can always find a room.".
- It's financially good: We work with them on a Cost per Click (CPC) basis. People that click on our website will be redirected to the website of our partner.

Your job:
- Manage and grow existing partnerships
  - We have a couple of important partnerships with other leading brands already established. Your task is to maintain and grow these partnerships; being in touch every month with the partner to review the campaign, and make sure that they keep being happy
- Send them every few months a new invoice, so they can top up their balance
- Check data: if you see that there are a few partners/competitors active in Barcelona: increase the CPC, e.g. from 10 Euro to 11 Euro. Negotiations!
  - Closing new partnerships
- To look for additional meaningful partners in other countries in the world, starting with Europe, but also US and Asia
• Schedule and carry out introductory meetings over Skype
• Make a deal: how much are they going to pay per click: negotiations.
• Close the deals and sign a contract
• Send them instructions how to prepare the database integration
• Once they prepared the database integration file, you check this file
• If the file is good, you will send this to the developers, and they will integrate it on the website
  o Come up with new features
• You will be a lot on other websites, so if you see great features talk about it with our dev team

Requirements

• Internet/ online savvy –You are interested in online and online marketing, first experiences with online marketing partnership models (CPC, CPL, CPA) is a plus.
• Entrepreneurial spirit –you possess a getting things done mentality, that is crucial for getting the job done.
• Analytical skills, detailed oriented –logical thinking is one of your strong points, a good eye for details helps you to spot optimization potential. Knowledge of Google Analytics is a plus.
• Commercially driven –You are eager to hunt for new business, and grow existing partnerships in a mutually beneficial way. You are keen to close big deals.
• Ability to work independent, motivated to learn –You will work independently, directly reporting to our senior leadership. You are driven to improve yourself daily.
• Good communication and relationship skills –partnership building is a relational business. You are a good relationship builder and are able to easily socialize and relate with people.
• IT skills – Technical knowledge is a plus.

Benefits

Allowance

The internship allowance is 650€ per month plus up to 250 Euro Bonus depending on your success (additionally, you can try to apply for the Erasmus+ grant).

Cool things

• Join a dynamic and quickly growing startup -- enjoy the startup atmosphere with low hierarchies and early responsibilities. This is the ideal learning environment for you if you already are or are think about becoming an entrepreneur. Even if your aim is “just” to make a good career, our growing team is looking today for the leader of tomorrow.
• You will develop your sales, negotiation, leadership, and business communication skills. This is not your average internship: You are directly responsible for everything that will
happen in your field, which is cool if things go right (and which is not cool when your market underperforms..); 

- If you perform well, you might go on business trips to visit key partner.
- Be part of the team -- the internship is only the first step - full employment possible. After the internship you are ready to work with us in a fulltime position.
- You will be working in the Netherlands, in Rotterdam, in the student neighborhood Kralingen. Rotterdam is the second biggest city in the Netherlands and is one hour by train from the capital Amsterdam.
- Our team consists of 50 people, with 20 nationalities. with most people in our office being between 21-30 years old; also having this experience of working in an international work environment will be a good element to have on your CV.

Do you have what it takes? We would like to hear from you today!