Internship | Junior Sales and Supply Manager | Head Office Rotterdam | Full time

Connect to local house owners

Field: Sales & Real Estate

Time period
- Start date: As soon as possible; OR 17 January 2017 (flexible)
- End date: 6 months after the starting date
- 40 hours per week;

Background
- Housing Anywhere is an international students housing platform. On our platform students, landlords and housing providers 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 number of suppliers on our platform, and make sure they successfully use Housing Anywhere to rent out their properties.

Tasks of a “Supply Manager”

- **Main tasks**
  1. Calling: Generate new leads (landlords), prospect and qualify them into accounts
  2. Support the accounts while using the platform
  3. Bring the relationship with landlords into customer success
  4. Depending on the country, we can go for personal visits to the suppliers or calling from the office

- Other (supporting) tasks:
  1. Support the management with quantitative and qualitative analysis of the cities
  2. Other tasks that could help improving the start-up

Requirements:

Characteristics we are looking for in our Room Acquisition:

- **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, Dutch.
- **Performance oriented**: You have to focus on the activities that makes an impact on what we do. You have the ability to select them and take relevant actions accordingly.
• **Entrepreneurial:** We expect you to be independent, ambitious, and risk taker. You have a positive attitude on the job and a strong self confidence in delivering results.

• **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.

• **Coffee lover:** you will do a lot of coffees with local landlords / house owners, so we hope you like coffee! :-D (or tea, maybe..)

**Benefits**

**Cool Things**

• You will develop your sales, negotiation and business communication skills

• 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.

• You can make an impact on the business. In our environment you are able to make relevant decisions that really have an impact in what we do.

**Allowance**

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

**Questions?**

• Send an email to Sanne on hrm[at]housinganywhere.com.