

| Name of organization             | mimacom Slovensko s.r.o   |
|----------------------------------|---|
| Address                          | Vysoká 26<br>811 06 Bratislava<br>Slovakia  |
| Telephone                        | +421 232 144 791  |
| Fax                              |   |
| Website                          | www.mimacom.com   |
| Contact person                   | Ing. Andrea Zitnanska MSc. LL.M   |
| Function                         | Business Development Manager  |
| E-mail                           | andrea.zitnanska@mimacom.com  |
| Short description of the company | mimacom, the open source integrator, was founded in 1999. mimacom group currently employs around 200 members of staff, which are mostly project managers, Scrum Masters, IT consultants and software engineers. mimacom is located in Bern, Zurich, Valencia, Barcelona, Stuttgart, Vienna and Bratislava. mimacom develops technologically sophisticated software solutions based on open source components and JEE. Here we make use of the latest development technologies, programming languages, databases and project management methods.   |
| Placement at department          | Sales and business development intern   |
| Tasks of the trainee             | mimacom is now seeking sales and business development interns for locations in Switzerland, Germany, Slovakia, Austria and Spain. We look for interns that approach everything they do with integrity, passion, hard work, and most importantly with an open mind. Are you interested in gaining first class training and hands on experience in sales and business development in information technology? Then dont hesitate to get back in touch with us!  We seek Business Development Interns, specifically interested in new business and sale to support our offices in Bern, Stuttgart, Bratislava, Valencia, Barcelona and Vienna. The right candidate for this role is |

| Requirements (languages, computer skills) | English advanced (verbal and written) German advanced (verbal and written) is a great plus Spanish is a plus MS Office, MS Outlook  |
|---|---|
| Other Benefits                            | negotiable  |
| Free Accommodation                        | □ No  |
| Financial Contribution                    | □ No  |
| Working hours                             | flexible upon agreement from 4 to 8 hours   |
| Duration                                  | from 2 to 12 months   |
|   | -Ability to provide exemplary customer service  |
|   | -Experience/ strong interest in online sales and networking   |
|   | -Strong interest in startups  |
|   | - Fluent llanguage communication skills English,<br>German, Spanish is a plus (verbal and written)  |
|   | marketing   |
|   | Required:  -Current student pursuing a degree in business, sales or   |
|   | Paguirad  |
|   | teams   |
|   | to increase ad sales -Collaborating with the Business Analyst, Marketing, PR  |
|   | -Utilizing negotiation techniques and interpersonal skills  |
|   | -Cultivating relationships with new and existing clients  |
|   | -Developing and expanding network and conducting cold calls   |
|   | -Identifying potential clients  |
|   | -Researching market landscape   |
|   | The Business Development Intern will developstrategies to produce high quality leads for targeted sales. Responsibilities include but are not limited to:                                   |
|   | a strong communicator and negotiator, highly driven, and forward thinking. The ideal candidate is specifically interested in gaining experience at a growing startup with a virtual office. |