International Expansion Manager in Software Company

Internship details:
Location: Czech Republic, Brno
Starting date: First half of 2019, preferably from 3rd of March
Duration: You can choose the duration of your internship, minimum stay is 2.5 months
Commitment: Full-time

The internship includes market research and international expansion, communication with companies, practice sales and development of soft skills. This internship is a perfect opportunity for people with **business management and marketing related studies** in their last (two) years of studies to gain experience in market entry, market build-up, international trade and expansion, entrepreneurship, marketing, sales, working in the international environment and much more. During the internship you will:

- Analyze the given market(s) and evaluate their potential,
- Prepare Whalebone for the specific market entry,
- Work on marketing profile for the specific market including localization of the materials,
- Prepare country launch plan and get in touch with first potential customers and partners in the country.

Best interns will be **offered contracts to develop Whalebone business** in their home countries or to continue in the company headquarters in Brno, Czech Republic.

Plan of the internship:
STEP 1
- Extensive training in the fields of business development, B2B software as a service business model, international strategy and market development (first 2 - 3 weeks),

STEP 2
- Analyzing the market and doing the market research (interns will do market research regarding their home countries),
- Working on tailored marketing for a specific country,

STEP 3
- Sales and promotion strategy of company's products for a foreign market.

How to apply
- Fulfill online application https://goo.gl/eYkNqk,
- Send us CV to the koplacement@koplac.cz.

Compensation
- No financial compensation.

KoPlacement

Additional Information

KoPlacement is a free service for students which helps them to find an internship in the Czech Republic. The company provides support and guideline during the application process and during the stay in the Czech Republic.

Whalebone is an IT security startup company located in offices in Brno, Czech Republic and Vienna, Austria. It protects internet users and machines without installing any software in the end devices. That is possible thanks to partnerships with TelCo companies - thus the protection runs on the network level and can be switched on in the TelCo consumer portal. Whalebone currently serves over 100.000 households in Central Europe. Whalebone collaborates with leading companies in the region, i.e. A1 Telekom Austria Group or ESET. This is a great opportunity for fresh graduates. **Preferred recent graduates or students on last year of studies.**