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BUSINESS ADMINISTRATION / MANAGEMENT

Graduate Job

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| Reference: | GSPA 1 - 67 |
| Job Title: | E-commerce Executive |
| Company Description: | Furniture retailer |
| Location: | Berkshire |
| Start Date: | ASAP |

Job Description:

This opportunity is working as an E-Commerce Sales Executive to list and manage product listings on our furniture & home products website. There will be scope to expand the role on-going and build a team as business ramps up. We use one of the world's leading platforms, Magento and we mainly operate in the furniture & home market. This is a high growth business with a high potential to grow within the business, and the successful candidate can progress will have many further.

Key responsibilities will include:

- You will be responsible for uploading new and managing existing product listings and conduct basic SEO work.
- You will handle enquiries via the live chat function on our website
- You will be responsible for sending our product samples to customers based on their requests and following them up
- You will be targeted on monthly sales and the success of new products listings.

Essential requirements:

Web savvy, internet shopper with lots of experience using Google and other SE's

- Knowledge of any website management software, Magento, wordpress, joomla (desirable)
- Knowledge of IT Products and types (desirable)
- The role is targeted in terms of sales on a per month basis
- Looking for a motivated and keen individual who wants to grow in a new start up business
- Able to use social networking sites to promote and drive traffic to online sites
- Worked in a sales environment and can maintain records of sales
- Good time keeping
- Ability to work under pressure
- Ability to multi-task
- Ability to meet deadlines

Desirable attributes:

- Experience in a similar role preferred

Remuneration details:

- A salary of £14000 - £16000 (plus up to £4000 bonus) will be offered to the successful candidate

More details: <http://www.intergrad.co.uk/ops/job.php?id=725&job=E-commerce-Executive>

MARKETING / SALES

Graduate Job

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| Reference: | GHMR 1 - 50 |
| Job Title: | Sales Executive (Russian speaking) |
| Company Description: | Furniture manufacturer |
| Location: | London / Moscow |
| Start Date: | ASAP |

Job Description:

A new position created to build on recent successes in this key target market. A high profile role with scope to help define the company's strategy for Russia and Eastern Europe.

To be accountable for developing and growing Sales in Russia. Attracting and retaining significant distributor commitment by positioning and negotiating at a senior level.

Responsible for the strategic relationship with dealer principles.

The role will be based in London for one year and then will be located in Moscow

Responsibilities include:

- Work at a strategic level with existing distribution partners
- Target sales in the Russian market (predominantly Moscow)
- Build project specific strategy with nominated dealers.
- Support global account sales strategy with dealers
- Build and develop relationships with key decision makers
- Provide accurate tracking and management reporting around sales activities
- Coach and lead specific sales people in identified project sales activities
- Develop and maintain top 10 project focus for Russia
- Target key A&D influencers in Moscow.

Essential requirements:

- Experience of working in the Russian market place
- Native English speaker
- Competent Russian speaker
- Understand and adapt to the variety of cultures within Russia
- Self starter, able to work autonomously
- Confident and articulate communicator
- Excellent negotiation skills

Desirable attributes:

- Furniture industry experience desirable

Remuneration details:

- £25,000 basic salary plus generous commission structure

More details: [http://www.intergrad.co.uk/ops/job.php?id=720&job=Sales-Executive-\(Russian-speaking\)](http://www.intergrad.co.uk/ops/job.php?id=720&job=Sales-Executive-(Russian-speaking))

Graduate Job

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| Reference: | GHMR 2 - 62 |
| Job Title: | Sales Executive (Turkish speaking) |
| Company Description: | Furniture manufacturer |
| Location: | Turkey |
| Start Date: | ASAP |

Job Description:

A new position created to build on recent successes in this key target market. A high profile role with scope to help define the company's strategy for Turkey.

To be accountable for developing and growing Sales in Turkey. Attracting and retaining significant distributor commitment by positioning and negotiating at a senior level.

Responsible for the strategic relationship with dealer principles.

Responsibilities include:

- Work at a strategic level with existing distribution partners
- Target sales in the Turkish market
- Build project specific strategy with nominated dealers.
- Support global account sales strategy with dealers
- Build and develop relationships with key decision makers
- Provide accurate tracking and management reporting around sales activities
- Coach and lead specific sales people in identified project sales activities
- Develop and maintain top 10 project focus for Turkey
- Target key A&D influencers in Turkey.

Essential requirements:

- Experience of working in the Turkish market place
- Native Turkish speaker
- Competent English speaker
- Understand and adapt to the variety of cultures within Turkey
- Self starter, able to work autonomously
- Confident and articulate communicator
- Excellent negotiation skills

Desirable attributes:

- Furniture industry experience desirable

Remuneration details:

- £25,000 basic salary plus generous commission structure

More details: [http://www.intergrad.co.uk/ops/job.php?id=722&job=Sales-Executive-\(Turkish-speaking\)](http://www.intergrad.co.uk/ops/job.php?id=722&job=Sales-Executive-(Turkish-speaking))

Graduate Job

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| Reference: | GPEL1 - 64 |
| Job Title: | Client Account Manager |
| Company Description: | Training Provider |
| Location: | Hertfordshire |
| Start Date: | ASAP |

Job Description:

Key responsibilities will include:

- Professionally handling incoming enquiries
- Following up with clients after training and establishing requirements
- Account managing a pipeline of prospects and existing clients
- Making valuable appointments for clients with our Projects Managers
- Ensuring that our open courses fill evenly
- Liaising internally to ensure that marketing effort is applied most valuably
- Reporting figures weekly and liaising with the delivery team
- Ensuring the achievement of the company's sales targets

Essential requirements:

- Fluent english written and verbal skills
- To live a commutable distance away from their office in Hertfordshire
- Very hard working, extremely self-motivated & highly driven individuals
- You should definitely be of a positive, dynamic, confident, optimistic & enthusiastic nature with excellent communication skills and extremely self motivated.
- Most importantly however, you should have a genuine passion to work in a fast paced & target driven sales environment.

Desirable attributes:

- Experience in a similar role preferred

Remuneration details:

- Full time contract of employment with a three-month probationary period. There are 25 days holiday given every year on top of all weekends and statutory bank holidays.
- Basic salary: £20,000 pa
- Commission: Monthly and quarterly bonuses
- OTE: £40,000 pa (uncapped and highly geared above this level).
- A package with a lower basic salary but higher overall earnings potential could be negotiated if requested.
- Plus additional incentives as may be announced from time to time.

More details: <http://www.intergrad.co.uk/ops/job.php?id=723&job=Client-Account-Manager>

IT

Graduate Job

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| Reference: | GFIG 1 - 65 |
| Job Title: | Software Development Engineer |
| Company Description: | E-commerce Business |
| Location: | London |
| Start Date: | As soon as possible |

Job Description:

This is a fantastic opportunity to join a small, passionate and talented team, you will be required to hit the ground running and be productive from day one, you must be technically excellent and be able to use technology to simplify problems.

Key responsibilities will include:

- Design, build and maintenance of our flagship Catfish C# ASP.NET MVC e-commerce Web-to-print platform.
- Ownership and championing of automation of administrative tasks using Powershell within our test and live Windows Server environments.
- Ownership and continual improvement of our mature Continuous Integration and deployment process, requires ability to integrate with TeamCity and Windows Server using Powershell and the .NET framework.
- Working directly with other Software Development Engineers and the Client Services Director to improve processes and automate repetitive manual tasks.
- On-demand support of our Legacy systems, requiring a high level of problem solving expertise.

Essential requirements:

- Proven experience developing multiple web applications with C# ASP.NET MVC.
- Real world experience working on n-tier enterprise solutions utilising IoC, TDD, Continuous Integration (TeamCity) and ORMs such as Entity Framework. Commercial experience working with WebAPI beneficial.
- Solid HTML, CSS and JavaScript experience.
- Solid SQL Server development and preferably tuning/management experience.
- Extensive knowledge of common object orientated design principles and design patterns.
- Widespread experience with source control tooling such as Subversion and GIT.
- Demonstrable Windows Server scripting and automation experience using PowerShell.

Desirable attributes:

- Experience in a similar role preferred

Company activity:

- The company is a leader in innovative e-commerce solutions for print and marketing, with over 6 years of experience helping clients to maximise their brand opportunities and advance their businesses into new markets. With our Catfish suite of products clients can deliver new revenue opportunities, exciting personalisation services and greater brand control.

Remuneration details:

- A salary of circa £18000 - £20000 negotiable depending on experience.

More details: <http://www.intergrad.co.uk/ops/job.php?id=724&job=Software-Development-Engineer>

HUMAN RESOURCES
Graduate Job

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| Reference: | GNGF1 - 54 |
| Job Title: | French Speaking Trainee Recruitment |
| Company Description: | International Recruitment Consultancy |
| Location: | London |
| Start Date: | As soon as possible |

Job Description:

In this role you will be responsible for the full 360 life cycle development, growth & management of long term client and candidate relationships in the market that you are assigned to and in order to succeed you will be given full industry leading training in all aspects of sales, recruitment & head-hunting in a first class career development plan which also includes an advanced sales course within our internal training academy.

This role is office based in London and you will be dealing with candidates and clients by telephone in France with longer term opportunities to meet with clients that you develop a working relationship with. The role will include selling on different levels and in different forms from client cold calling, qualifying candidates & selling them opportunities, advertising, marketing, database growth & development.

This is a unique opportunity for the right person to build a long term lucrative career where you will be given the chance to flourish both professionally and financially as should you join the company you will be rewarded with a highly competitive salary package with a well-structured & incentivised uncapped bonus scheme and first class career development plan.

Essential requirements:

- You MUST be fluent in French (non-Native French also welcome to apply)
- Very hard working, extremely self-motivated & highly driven individuals
- Graduate calibre individuals, though degree level education is not essential
- You should definitely be of a positive, dynamic, confident, optimistic & enthusiastic nature with excellent communication skills
- You will ideally have at least 6 months Sales, Business Development, Outbound Telesales or Business-to-Business or Account Management experience but this is not essential as long as you have the desire to thrive & succeed in a competitive sales environment - we are looking for both entry-level and/or experienced professionals

Most importantly however, you should have a genuine passion to work in a fast paced & target driven sales environment.

Desirable attributes:

- Previous head-hunting / recruitment experience would be an advantage but certainly not essential

Remuneration details:

- The package will include a base salary of between £17-23k per year depending upon experience and as already stated above, your realistic 1st year total earnings including bonuses are between £30-50k, you have the potential to make double of this figure in only your 2nd year with us and you should be earning £100k in year 3. It is entirely up to you how much you earn and how far you go - your destiny is in your own hands.

More details: <http://www.intergrad.co.uk/ops/job.php?id=721&job=French-Speaking-Trainee-Recruitment>

Graduate Job

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| Reference: | GCIS 1 - 46 |
| Job Title: | Resourcer |
| Company Description: | Recruitment Consultancy |
| Location: | London |
| Start Date: | As soon as possible |

Job Description:

The role of Resourcer is varied and challenging. Daily duties, but not limited to, include:

- Mapping the relevant market sectors, identifying target organisations and contacting specific talent.
- Compiling candidate profiles, reports and summaries of the data gathered ensuring its accuracy.
- Maintaining regular phone contact with known candidates ensuring that we represent them on their next move.
- Along with the research aspects, the role itself will also include certain administrative tasks.
- Keeping ATS system up to date with all activity and information documented.
- Be responsible for individual targets and to meet and exceed KPI's set and agreed by yourself and the business.
- You to take an interest in your career development by identifying training needs and learning opportunities. To compliment we will also recommend external training courses.
- Carry out other duties as required for the running of the business- we all get the coffee when it's our turn...

Essential requirements:

- Excellent in English - written and spoken
- Be a self-starter and motivated to succeed and the able to work to direction but also independently
- Results –driven (focuses energy on achieving results)
- Strong decision making ability by analysing information which on occasions will be incomplete
- Possess good influencing skills and feel comfortable speaking to senior people
- Ability to come up with fresh ideas and confident to present them to the team
- Have good organisational, planning and administrative skills
- Have excellent data processing and IT skills (word, excel, outlook)
- Strong business acumen, keeps abreast of our industry and has a view on technology trends
- An interest in or experience of working within the enterprise software space
- An inquisitive mind and an eye for detail
- Comfortable on the phone and making cold approach calls
- Graduates with a strong work ethic are welcome as full training and development will be offered to individuals with the drive to succeed

Desirable attributes:

- Deep knowledge of using the internet to conduct research and find information (social media, search techniques, etc.)
- Experience in a similar role preferred

Remuneration details:

- Basic annual salary £20,000 - £25,000 plus generous commission structure

More details: <http://www.intergrad.co.uk/ops/job.php?id=718&job=Resourcer>