

# Intern Business Development France and Emerging Markets (m/f)

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**Our mission is to build a global platform for successful high-volume photography.**

fotograf.de provides photographers with the leading online shop system for selling photos. We have revolutionised the special moment of a child growing up from a child's first day at nursery right through to their prom night. Every year, we help record those all essential childhood memories of millions of children and we aim to reach a whopping 10 million in 2017. With our goals in mind, we want to make these numbers become a reality, which is why we need talented people like you to help build, support and grow our already successful platform into something phenomenal.

## Your Mission

We have already established ourselves as the market leader in Germany. Now we aim to expand our business to other European countries such as the France, UK, Austria, Scandinavia and the US. What's our next goal you ask? To be the market leaders in Europe of course! It may sound like a huge challenge, but with your support we can achieve it!

## Your Tasks

- Research potential new customers and make initial qualification
- Identify, evaluate, manage and negotiate with strategic partners, such as photo laboratories and other suppliers
- Develop and adapt our range of products and services for the French and other emerging markets and ensure that local product requirements are taken into consideration
- Research market trends and analyse competition
- Work closely with Thibaut, our Country Manager for France, Jerome our customer success manager for France and the different departments such as marketing and IT

## Required Skills

- You are either studying or have recently graduated
- You are a native French speaker with perfect command of English (German optional)
- You have strong analytical and reasoning abilities as well as a clear understanding and intuition when faced with challenges
- You are interested in entrepreneurship and scalable business models in the web environment
- Ideally, you already have practical experience in the field of international business development
- You are available for a minimum of three months

## We Offer

- Challenging tasks and a steep learning curve
- An international team with flat hierarchies and a dynamic and inspiring working atmosphere
- Continuous training possibilities and room for further personal development
- English as our working language and onsite German language classes
- An office located in the heart of the trendy Berlin Prenzlauer Berg area
- Healthy snacks (fruits & cereals), water, hot drinks, and lots of team events

## Interested?

We recruit people with talent, curiosity and the essential skills for our business. If you would like to become part of our success story and think you would make a great addition to our team, we will gladly receive your application in English or German at [jobs@fotograf.de](mailto:jobs@fotograf.de). Please include a cover letter, CV and your earliest starting date. Your person of contact is Ana Walka.

**Start:** February/March | **Duration:** 3-6 months | **Place:** Berlin | **Contract:** full time