



Moving forward in knowledge and training

## Undergraduate Work Placement (Paid)

- Position:** 2 x Paid Work Placement
- Salary:** £10.76 p/h (plus incentives)
- Hours:** 15 hrs a week to be discussed
- Open to:** Business Management Undergraduate (or similar)
- Location:** 5-mins walk from UoP campus

### The Opportunity

Based in Plymouth but serving customers nationally, [Skilltec Training](#) develops and delivers a broad range of bespoke and vendor-written training programs for SME's, Public Sector organisations and major internationals.

A fantastic opportunity has arisen for two UoP undergraduates to join our Business Development team on an on-going basis; to test and compliment your academic business studies in a real-world business environment within a fast-growing people-focused tech training company.

This is a fully paid position for approx. 15 hours a week with the flexibility to accommodate your current lecture/study timetable. Our main Training Centre is located 5 mins walk away from the main University of Plymouth campus (New George Street).

### The Job Role

This is an exciting, fulfilling and rewarding position that will require you to be quick-thinking and switched on, comfortable with change and able to think outside the box. One moment you may be speaking to a team leader about the best course for a colleague, the next you may be working with Senior Managers of a major international designing a business-critical training program.

You will be deeply involved with the entire business journey from lead identification and generation, initial reach out, through to business proposition and support and on to long-term account management.

You will use industry-leading techniques to identify leads and reach out to clients using email, phone and social media tools. We are constantly adapting our processes to take account of fast changing industry best practice, using data to identify trends and improve effectiveness and you will be actively involved in influencing this change.

### What we are looking for:

You'll need exemplary communication skills as you will be talking to senior executives across a wide range of industries, and you'll need to combine it with personality and charm.



This position would ideally suit a Business Management undergraduate, but we are always happy to talk with undergraduates of alternative disciplines.

You won't need industry experience as we will be supporting your development, sales experience would be an advantage but is not critical. We are most interested in character, emotional intelligence, drive and ambition.

What we do need is:

- A confident and entrepreneurial spirited individual to reach out to corporate prospects and educate them about the value of Skilltec Training with the aim of uncovering requirements with new prospective customers
- Results-oriented individual with excellent communication skills and the ability to think strategically
- An ethically minded and professional individual who wants to use best practice email, phone, and social media tools to achieve their targets
- A commercially minded, resilient, and persistent person
- A highly motivated person, focused on continuous personal development

### How To Apply:

Please email your CV in the first instance to [david.bogart@skilltec.co.uk](mailto:david.bogart@skilltec.co.uk) along with a covering letter highlighting strengths, experience, availability for work, and why you want to work with us.

Successful candidates will be invited to an initial virtual interview.