



We, at **nal von minden GmbH**, are sales professionals, specialising in vitro diagnostic products for the European market. In the field of drug analysis and medical diagnosis, we provide a comprehensive and innovative range of products of the highest quality. Our current portfolio includes rapid tests and ELISA tests for the areas of pediatrics, gynecology, urology, infectious diseases, bacteriology, serology and toxicology. Laboratory confirmation is also a service we can offer our partners. We have experienced onsite specialists who are available to answer any questions you may have: from product development and technical

support to quality assurance. With 22 years of experience in sales of in-vitro diagnostics, we have the knowledge to deliver products which meet and exceed the expectations of our customers.

Additionally, in 2008 we were able to merge the two companies nal24 GmbH of Regensburg, with von Minden GmbH of Moers. This enabled the newly formed **nal von minden** to provide an even better service to its customers, offering competitive pricing and a focused and personalised customer service. Our marketing and sales team is divided between the main sites of Regensburg (Germany), Moers (Germany) and Den Haag (Netherlands). Our products are tested in our logistics center in Moers, before being sent from here on to our customers across Europe.

Internship 2011



Regensburg - Germany

Company:

nal von minden GmbH

<http://www.nal-vonminden.com/>

Address: Schikanederstrasse 2a D-93053 Regensburg

Contact Person: Paulo Ribeiro / Marketing & Sales Agent

(Free Phone): 800 849 230

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Period of the Internship:

Duration: **6 months**

From 18/07/2011 to 18/01/2012

Studies Required:

Business Administration

Marketing

Economics / Management

I.T. Competences:

MS Office; Outlook (email); Internet;

Skills / Activities:

Intermediate in English
Sales oriented
Outgoing- talkative & personable
Help with mailing campaigns
Data entry and maintenance in the CRM system
Initial Telephone contact with potential clients
Provide customer service to existing clients
Market research; Finding distributors while growing customer base and accounts

Tasks and Areas:

The company is divided in different departments and cover the market in some countries like Germany, Poland, Italy, France, UK, Netherlands; Spain and Portugal. Which team is composed between 3 and 5 people and the new intern will be part of the Portuguese team with responsibilities and tasks to do are based in selling and promoting the products directly to specific customers as hospitals or laboratories in Portugal. The Training Programme consists on 6 months of working in the company and the intern will learn the reality of the international commerce and some tasks of organization and how to manage their own customers.

As an intern, you will work actively with the Portuguese Sales & Marketing team. You are a fully integrated team member with full responsibilities and the ability to help grow the team's market share. You will receive ongoing training which will help you succeed and allow you to gain valuable real world work experience. You will help the team work towards a greater market share through independent and focused sales activities, as well as marketing campaigns.

The new intern will work in sales activities mainly of Portuguese market and will manage his own customers, preparing some budgets and projects to them and will organize every orders and invoices. Market analysis is another important task that the intern should do as well as preparation of advertising material and official documents.

Schedule of work:

Monday to Thursday: From 9:00 to 18:00
Friday: From 9:00 to 16:30
(with one hour for lunch per day)

What We Offer:

- Pay 400€ fix + 200€ bonus (according to our monthly objectives)
- A friendly working environment
- A dynamic staff- often with planned after work events
- Flexibility when it comes to examination times
- Incredible experience within the workforce as a fully integrated team member

Additional Information:

Depending on availability we can provide accommodation at Nal Von Minden apartment, and that it costs 250€ per month, but Nal Von Minden offers also some help for searching the accommodation for the new interns, during some time.

The accommodation costs in Regensburg it is between 200 and 350€ per month.

There is the possibility to make the training according to European Programs for students, like **Erasmus, Erasmus Placement and Leonardo Da Vinci.**

Answers to the advert until 20th of May 2011 (contact the responsible of the recruitment Mr. Paulo Ribeiro)