






CAPA LONDON SAMPLE INTERNSHIP LIST SALES


INDUSTRY DESCRIPTION

London is a global economic hub and placements in Sales vary from entrepreneurial start-up businesses to global multi-national companies. Placements can range from front-end client-facing roles to b2b sales and students should possess a determined and tenacious attitude and strong presentation skills. Students seeking a placement in sales should also demonstrate strong communication and interpersonal skills and the ability to work in a fast-paced environment and manage a busy workload. Applicants should also be computer literate, proficient in all aspects of Microsoft office and have a good grasp of social media development.

EXAMPLES OF PAST PLACEMENTS

Please note that the following sites are a brief cross-section of current CAPA internship host sites and should not be considered as a guaranteed location for your placement. All internship & service learning placements will be dependent upon each individual applicant's application documents, prior experiences, demonstrated skills and their aspirations and goals.

<p style="text-align: center;">Anderson Tours</p> 	<p>Anderson Tours provide a range of great value day excursions throughout the UK and short breaks away across Europe to cities such as Paris and Amsterdam.</p>
<p style="text-align: center;">Matterport</p> 	<p>Matterport is an immersive media technology company that builds 3D media solutions that power industries from real estate to entertainment, and everywhere in between. The team has built the first end-to-end media platform that allows users to easily create, modify, navigate, and build on digital representations of real places. As Matterport's UK team, Virtual Walkthrough works to introduce the world to this game-changing reality capture technology.</p>
<p style="text-align: center;">Salt Resort Wear</p> 	<p>Salt Resort Wear is the ultimate destination for luxury resort wear, all year round. The London store and online boutique is a fashion emporium housing resort wear, ready-to-wear and accessories from an array of international designers. The cool mix of Resort Wear labels such as Vix and Mara Hoffman and well-known RTW established brands such as Zimmermann, Philosophy di Lorenzo Serafini and Ulla Johnson makes Salt the number one shop for creating the perfect holiday wardrobe.</p>

<p style="text-align: center;">Somewhere New</p> 	<p>Somewhere New arranges day trips and weekend trips for international students for service providers and UK universities which are sold via are website, international student fairs and through study abroad office. Somewhere New also arranges short term faculty led study abroad and study tours for university and high school students in the UK and USA.</p>
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POTENTIAL PROJECT OPPORTUNITIES

Project opportunities will be dependent upon the current needs within the organisation and the demonstrated skills and abilities shown by each intern. It is imperative to remember that project opportunities will develop over time and throughout internship placements. Projects may include but are not limited to:

Business Development	Production of Editorial Copy
Creation of Promotional Material	Sales/Marketing Presentations
Events Support	Search Engine Optimisation
Market Research & Data Analysis	Social Media Development
Office Administration	Website Development

TRANSFERABLE SKILLS

It is essential to maximise every opportunity within the internship placements. If tasks and duties are approached in a professional manner, interns can take away additional skills and abilities that will be of benefit to their personal and professional development. Transferable skills sets include but are not limited to:

Business & Commercial Acumen	Organisation
Creativity & Imagination	Presentation & Public Speaking
Influencing & Negotiation	Research
Numeracy & Analytical Ability	Oral & Written Communication

PERSONAL PROFESSIONAL DEVELOPMENT

Through their internship and extra-curricular activities, we work to help students develop the following skills:

1. **Networking:** The ability to intentionally and purposefully connect and interact with others in order to develop professional and social relationships.
2. **Communications:** The ability to receive, interpret and articulate information and ideas effectively.
3. **Remote Collaboration:** The ability to utilise IT resources to connect virtually with others and achieve collective goals and objectives.
4. **Global Perspective:** To develop skills required to live and work in an interdependent world through forming an understanding of connections between one's own life and those of people across the globe.

5. Cultural Awareness: To develop an understanding of oneself, others and to embrace and appreciate diverse and complex perspectives, values and beliefs.
6. Organisation, Time Managements and Prioritisation Skills: The ability to achieve identified outcomes by using your time, energy and resources in an effective and productive manner.
7. Problem Solving: The ability to find solutions to difficult or complex issues and to manage moments of uncertainty or ambiguity.
8. Adaptable: The ability to adjust oneself readily to different conditions and environments.
9. Goal Setting: The ability to identify, form and implement actions that will guide you towards predetermined aims and objectives.
10. Career Based or Vocational Skills: The development of specific knowledge or abilities related to an occupation.