



# INTERNSHIP

## BUSINESS DEVELOPMENT

### The early bird... starts working for Testbirds!

Since 2011 Testbirds has been a pioneer in the crowd- and cloud based testing of apps, web applications, wearables and Internet of Things applications. With the support of 100 employees and 200,000 testers globally we are successfully conquering this rapidly growing international market. If you are looking for an exciting start-up environment, this job is for you!

#### Your Tasks

- You assist our sales team in the preparation of proposals and offers for large blue-chip companies
- You research leads, arrange first meetings and help us to maintain our CRM
- You organize shows and exhibitions, generate speaking slots and help to establish Testbirds as the leading crowd and cloud based testing company in the Netherlands
- You analyze and anticipate market competition and customer needs in order to optimize our testing offers

#### Your Qualification

- You finished your first semesters of your business or IT related studies
- You bring in theoretical knowledge and first practical working experience preferable in sales or business development
- Strong organizational and communication skills help you to bring in your own creative ideas
- You have a good understanding of the business markets, culture and ethics in the Netherlands
- You are energetic and an entrepreneurial and hands-on personality
- You speak Dutch on a native speaker level and are fluent in English

### We are offering

- A challenging internship (at least 3 months) in an international working environment based in the heart of Amsterdam, only 10 minutes from Central Station
- Flat hierarchy: you are responsible for your work and you can implement your own ideas
- The chance of continued employment (working student, thesis or permanent position)
- An open culture, uncomplicated togetherness and joy of shared successes
- A great working atmosphere with a lot of team activities e. g. bi-annual workshops at our Munich HQ, free lunch and all the coffee you can drink



**Testbirds**

#### Are you convinced to become our next Bird?

If yes, please use our [application form](#) to submit your cover letter and current CV, as well as work certificates/samples of your work. Please also add your earliest start date and the duration of the internship. Your contact person is Christine ([jobs@testbirds.de](mailto:jobs@testbirds.de)).