



JOB DESCRIPTION

Business Development Intern

About us

UnderTheDoormat meets the growing demand for managed accommodation in the sharing economy. We provide guests with the comfort of a home and professional service of a hotel and offer homeowners a hassle-free way to earn extra income while they are away.

In the two years since we began we have proven our concept, grown the business and put in place the foundations to scale up in London. We are looking for bright and ambitious people to help continue to grow the business first in this city and then internationally.

About the role

Applicants should be adaptable, flexible and proactive in developing their own skills and capabilities. We celebrate leaders at every level of the business who demonstrate independence in their work while contributing to the culture and broader environment of the UnderTheDoormat team.

The Business Development Intern will play a key role in our acquisition team. We are looking for a genuine self-starter who has ability, potential, and a thirst to learn and grow as the company does both during their internship and potentially beyond if the right circumstances permit. Previous experience of some of the core capabilities is crucial, but you don't have to have done it all before to be the right person.

The BD Intern would have a crucial role to play in:

- Lead sourcing
- Updating of CRM system
- Proposal creation
- Qualifying inbound enquiries
- Appointment setting
- General administration
- Adherence to SLA's
- Support the Business Development Team in the London Office
- Management of Sales funnel

What we are looking for:

- Experience using a CRM system
- Knowledge of sharing economy
- Excellent verbal and written skills
- Highly organised
- Goals orientated
- Team Player
- Passionate about being part of a growing start-up



As a young company, you will have the freedom to drive continuous improvements in how we operate – and we genuinely want you to drive improvements, not just take direction.

We are a small and highly focused team. Interns should love the idea of supporting a team in order for them to achieve success while also being able to work independently. You must enjoy interacting our partners, demonstrate excellent attention to detail, and be able to multi-task.

Our business is going places and we want you to as well. If you're interested in playing a key role in our acquisition team as part of your degree, please get in touch.

How to apply: Please email your CV to Victoria Hardy at victoria@underthedoormat.com