



## Internship for International Expansion Manager

**Duration:** 3 months  
**Commitment:** Full-time  
**Starting from:** July

### Description:

The main purpose of the internship is to participate in the Bulgarian market entry strategy for the Whalebone company. The internship includes four phases: learning part (you get lectures by Whalebone team members), analytical & research part (with the company guidance you work on deep insights about the market), market entry & sales (you learn about B2B sales, develop the strategy and participate in the market entry), executing the market entry of Whalebone in Bulgaria.

You will not be alone! Apart from guidance and mentorship of senior members of the Whalebone company, you will be part of a broader international team of interns working on the same position – meaning enough fun and free time opportunities guaranteed ;-).

Please see the video taken by a group of 2018 summer interns - [https://www.youtube.com/watch?v=r6v-1G6x\\_BU](https://www.youtube.com/watch?v=r6v-1G6x_BU).

This internship is a perfect opportunity for people with business management and marketing related studies in their last (two) years of studies to gain experience in market entry, market build-up, international trade and expansion, entrepreneurship, startup culture, marketing, sales, working in the international environment and much more.

Best interns will be offered contracts to develop Whalebone business in their home countries or to continue in the company headquarters in Brno, Czech Republic.

Plan of the internship:

**STEP 1** - Extensive training in the fields of business development, B2B software as a service business model, international strategy and market development (first 2 - 3 weeks),

**STEP 2** - Analyzing the market and doing the market research (interns will do market research preferably regarding their home countries),

**STEP 3** - Develop a sales and marketing strategy of the company's products for the specific market,

**STEP 4** - First touch with customers, getting feedback, practising sales skills.

### How to apply

- Send us CV to [rumen.lafchiyski@whalebone.io](mailto:rumen.lafchiyski@whalebone.io),

Whalebone protects your network from harmful malware and access to infected websites. Thank to our global security intelligence grid your network gets protected even without any software installation or various configuration changes. Check the company's website here: <https://whalebone.io/>