

Sales Intern, Commercial Department

Formed in 1921, the Fédération Equestre Internationale (FEI) is the governing body for all international events in Jumping, Dressage and Para-Equestrian Dressage, Eventing, Driving and Para-Equestrian Driving, Endurance, Vaulting and Reining. It establishes the regulations and approves equestrian programmes for Championships, Continental and Regional Games as well as the Olympic & Paralympic Games.

The FEI promotes equestrianism in all its forms and encourages the development of the FEI equestrian disciplines throughout the world, keeping the welfare of the horse at the heart of all activities.

The FEI has 134 member National Federations and there are over 4,250 international events annually, including a number of FEI Championships and global FEI series. Over 120,000 riders and horses are registered and women and men compete as equals.

Over 85 FEI staff are working in the FEI's headquarters in Lausanne, ensuring the sport continues to grow and flourish, the rules are enforced, the results are processed, the international calendar is managed, and that the very values that are at the core of equestrian sport are safeguarded and promoted.

The FEI is currently looking for a candidate who is looking for a temporary mission at an entry level with 100% rate of activity. The successful candidate will gain substantial practical experience through a six to twelve months internship starting in **January 2018**.

The position is based in Lausanne and will report to the Sponsorship Sales Manager.

Purpose of the Role:

Give support to the sales team in delivering its objectives for the calendar year. The intern will have the opportunity to experience a wide range of activities within the commercial department touching the key streams forming part of the sales process.

Key Responsibilities:

- Research into sponsorship trends, brand sectors, potential sponsors and partners using all available research data and tools to support sponsorship sales activities
- Prepare the relevant sales meetings with company background information, key sales points, etc.
- Develop sales materials, including sales presentations, brochures and sales videos
- Further develop the current sponsorship portfolio and assess opportunities to enhance it with new products

Position Requirements:

- Bachelor or equivalent (business, management, sports)
- Perfect fluency in English required, additional language an asset
- Excellent command of MS Office
- Rigorous and meticulous
- Ability to work well within a team, under pressure and meet deadlines
- Experience and knowledge of equestrian sports is a plus

If you are interested in this internship, please send your complete application to recruitment@fei.org by 22 December