

## // Telefónica Onlife Graduate Programme ✕

# Trainee Proposition & Business Development (m/f)

- >> We're on the hunt for exceptional graduates to join us on our 12 month Onlife Graduate Programme and will hire you for an unlimited contract. If you've got an outstanding business idea and/or you want to flex your entrepreneurial spirit to help us reshape the digital world, we want to hear from you.
- >> Your Home Department: **Telefónica Next**
- >> Your Location: **Berlin, Munich, or Dusseldorf**

## // Your new role ✕

- >> You will develop an understanding of the consumer-IoT or smart retail environment from a competitor, product and user perspective.
  - Support the creation and verification of business cases for new products and features
  - Find and analyse trends to initiate product development and improvements
  - Assist with analytical projects like completing data comparisons or providing market and pricing analyses
  - Build and cultivate trusted and relevant relationships in the ecosystem, e.g. to retailers, manufacturers, digital agencies and start-ups
  - Research industry trends, potential partners and competitive landscape
  - Help to build and manage the sales funnel – contact origination, negotiation and closing
  - Represent Telefónica Next to the outside world, also international
- >> Next to your tasks in your department, you will work one day per week on your start-up idea in the Onlife Graduate team.

## // What you offer us ✕

- >> – A Bachelor or Master degree in Business Administration or Technology, or comparable, plus not more than one year work experience following your last degree
  - Knowledge and experience in business analytics, proposition development or sales
  - A keen interest in IoT and technical trends, user demands and pain points
  - Excellent communication skills in conveying complex messages
  - A wealth of digital skills as well as a business mindset
  - Strategic, analytical and entrepreneurial thinking
  - An agile and enabling attitude with the ability to problem-solve and build bridges
  - A social and collaborative working style and competitive attitude
  - Fluency in English and German

// Lead the charge. Become an Onlife Graduate. ✕

>> Find out more now.

[www.onlifegraduates.de](http://www.onlifegraduates.de)

# Programme phases & activities

