

## **Sales & Growth Intern at Awe Studio Amsterdam**

Awe Studio is on the lookout for a motivated and enthusiastic intern to join our team starting in February (date TBD). This paid internship (minimum of four days a week, with the possibility to work one day from home) involves working closely with our Communications and Growth team.

### **About Awe Studio**

Awe Studio is a creative agency born out of Are We Europe, a media platform for the next generation of European journalists & media innovation, with almost a decade of journalism expertise.

We collaborate with partner organisations across the continent to craft compelling stories that resonate with audiences. Our multimedia content captures diverse missions, ranging from podcasts and magazines to video and animation. We mainly work for European NGOs, think tanks, and governmental institutions (e.g., World Wildlife Foundation, European Parliament).

### **Your Day-to-Day Responsibilities**

As a Sales & Growth Intern, you will support in establishing and maintaining good working relationships with our (future) clients across Europe, supporting the sales team in managing client communications and follow-ups. You will help the team in closing deals with future clients, learning the process from A-Z, and participate in updating and maintaining systems and tools such as Hubspot.

Being part of the commercial heartbeat of the organisation, you will help inform the team about the direction we are taking and the overall performance. Additionally, you will learn known tactics for lead generation, including research and initial outreach.

Administrative support will be part of your role, helping to maintain accurate records of interactions and progress with leads in the CRM system and assisting in preparing reports on lead generation activities and outcomes.

You will have a dedicated workspace in our Amsterdam office, working closely with our co-founders, Mick ter Reehorst and Stijn Frankfoorder, as well as the Operations Director, and be instrumental in supporting all teams, staying informed about ongoing projects and assignments to ensure smooth operations.

### **Room to Grow**

Awe Studio encourages innovation, out-of-the-box thinking, and diverse ideas, providing an environment where you can continually grow and develop your skills. We might hire for a

junior Sales & Growth position later this year, meaning this internship could result in a job as well.

## Qualifications

- Strong written and verbal communication skills in English. You feel at ease talking to clients.
- Living in the Amsterdam area
- Dutch language proficiency is preferred but not mandatory.
- Proficiency in digital communication tools such as Hubspot, Excel, and AirTable.
- University/College student or recent graduate in related fields (Sales/Marketing/Business/Accounting).
- Basic understanding of media productions and familiarity with our type of clients (European organisations, NGOs, policy-oriented think tanks) is a strong plus.
- Commercial attitude and the desire to learn how to close sales deals from A to Z, with the support of the commercial team.
- Capable of working both independently and collaboratively within a team.
- Willingness to work in the office at least four days a week, with the possibility of working one day from home.
- Strong organisational and time-management skills.

## How to Apply

[Please apply here](#)

You can attach your resume (CV), portfolio (if applicable) and a motivation letter. In your motivation letter, reflect on why you believe you are the ideal candidate for this internship, how you'd like to contribute to Awe's mission, and highlight how your past experience aligns with the role and your own development and future goals. Note: Salary will range from EUR 600-750 depending on your experience and time availability.

We'd love to hear from you and are looking forward to welcoming the next central node in the Awe team.