

Job Description – Internship Opportunity : B2B Business Development Representative

20/07/2025

Date de modification	Par qui
20/07/2025	Dimitri BARBERA

About Buybox

Buybox is the benchmark gift card solution that provides e-commerce and retail brands with an omnichannel customer acquisition channel with a quick and demonstrable return on investment.

At Buybox, we believe that brands need to focus on two key areas: customer experience and revenue generation. The gift card is a powerful tool that perfectly meets both these objectives.

We have found that the gift card project is often complex for brands. That's why we offer a 360° SaaS solution and comprehensive support, enabling e-tailers and retailers to set up an efficient, high-performance gift card programme that's geared for growth.

Based in Toulouse and Madrid, Buybox was founded in 2010 and has just over 40 employees. More than 400 leading brands in their verticals (Sephora, Galeries Lafayette, Airbnb, E.Leclerc, Zalando, Netflix, Orchestra, Deliveroo) use BuyBox to turn their gift card programme into a success.

To find out more: <https://www.buybox.net/>

About the role

To reinforce our International Business Development team in Madrid, we are excited to welcome a recent graduate or final-year student who is eager to embark on a rewarding career journey in a fast-growing and dynamic startup! 🚀

As a B2B Business Development Intern you will join our International Business Development and collaborate closely with the Head of Partnerships and International Business Development. Your primary mission will be to support the expansion of our international client portfolio at BuyBox!

Key Responsibilities

- Identify potential B2B clients, with a particular focus on **third-party distribution partners** and **B2B partnerships**.
- Explore opportunities within international companies that leverage gift cards as rewards, incentives, prizes, and more.

- Engage with key decision-makers and stakeholders to establish fruitful connections and organize high-level meetings.
- Effectively present our services to Partnership Managers, Business Development Managers, Head of e-commerce and other executives.
- Nurture relationships, address objections, and persistently pursue successful outcomes.
- Analyze key performance indicators (KPIs) to refine strategies and optimize results.
- Work closely with your teammates to learn, grow, and continuously improve.

Requirements

- You are a native English speaker and have fluent French (at least C1 level) and a third language (ES/IT/DE) is a positive plus.
- Exceptional communication skills, including effective questioning and active listening.
- You are proactive, dynamic, and resilient.
- You know how to guide and navigate discussions effectively.
- Strong organizational abilities and attention to detail.
- Familiarity with digital technologies and proficient in multi-channel communication (phone, Teams, email, LinkedIn, etc.).
- Excellent team player who thrives in collaborative environments.

Desirable

- You have a first experience in B2B Sales (lead generation, prospection) or the gift card sector.
- You have a first experience with Teamleader, Hubspot, Salesforce or other CRM solutions.

Are you passionate about startups and international business? We give you the opportunity to take great responsibility from the beginning and grow with your challenges. 🚀

Joining Buybox means:

- ♥ Join a team of enthusiasts who play for each other
- 📊 A 6-month internship in a fast-growing startup, leader in the market
- 🎁 The possibility to get a full-time contract after your internship
- 😎 A cool, rewarding working environment that emphasises work/life balance
- 🏋️ Free gym access at the office location
- 🍷 Afterwork events
- 🏓 Finally, Ping Pong tournaments!

Job details

- **Contract type:** Internship Opportunity: Master's degree student
- **Duration:** 6 months (ASAP) + Potential permanent contract after the internship (we are looking for long-term teammates! 😊)
- **Location:** Madrid, Spain
- **Salary:** 800€ / month

How to apply ?

Send your CV + short introduction of yourself to hr@oonetic.com