



## **Business Development Representative Fellow (BDR) for Motive**

### **Who we are**

Motive Commerce Search is a **plug & play search solution** designed to deliver **exceptional experiences for shoppers and shop owners alike**. The easy to install plugin - available on Prestashop and WooCommerce - **is built on technology developed by our sister company, Empathy.co**, which works with some of the world's biggest brands.

Its no-code design lets shop owners **effortlessly customise their search while providing powerful backend tools to improve the shopping experience**. Motive Commerce Search delivers guaranteed trust thanks to its tracker and **cookie-free technology**, as well as transparent pricing with no surprises.

### **What Empathy's Academy Program is**

The Empathy Academy programme is a **top-level training experience designed to offer an unparalleled learning experience in a professional environment** to students in the final year of their current educational programme.

Through this initiative, our Academy fellows will have direct **access to projects that will allow them to master cutting-edge technologies, pitch ideas and launch initiatives** while being in contact with industry experts.

As part of an Agile environment and continuously inspired by Empathy's core values of **Trust, Understanding and Joy**, Academy fellows will benefit from early empowerment and a learning journey full of both **personal and professional growth**.

## Your mission

Elevate your professional trajectory with the role of a Business Development Representative (BDR), a **key player in boosting brand awareness and unlocking new opportunities**. Get ready to dive into research, sales strategies, and product know-how. Your mission? **Presenting awesome sales pitches to potential customers, partners, and investors**.

But that's not all – this internship is your chance to grow your leadership skills, nail customer service, master the art of sales, and sharpen your communication game. It's a dynamic experience that's all about taking your skills to the next level!

## What we expect from you

- Be in the final year of a Bachelor's degree and **be eligible for an Internship**.
- Experience with **efficiency tools**: Email, Slack, Office, Google workspace etc.
- Native language level of **English, German or French**; fluency in other languages would be an advantage.
- **Collaborate** on a daily basis with the team and share relevant information to drive process improvements.
- Genuine interest in the digital commerce market and **eCommerce** trends.
- Desire to ultimately work with **external partners in relationship building**.
- Excellent **organisational skills** and ability to multitask and prioritise.
- Exceptional **interpersonal, communication, logical thinking and problem-solving** skills.

## What you should expect from us

- **Paid Internship** with comprehensive **Company benefits** including remote work, engaging English classes and professional development training.

- Limitless **opportunities to learn and collaborate** with an international team on innovative projects.
- Introduction to the **e-commerce market from a privacy-first** search perspective.
- Collaboration with **Empathy and Motive teams** on a day-to-day basis, acquiring relevant information to drive process improvements **from a 360° perspective.**
- Guidance in the daily tools to **identify, open and close business opportunities.**
- Countless challenges and possibilities to **boost your professional and personal development.**
- Support to familiarise yourself with the structured services tailored to our **customer's needs.**
- And most importantly: **an amazing working atmosphere and team culture.**

## Our Commitment

At Empathy and Motive, **we put people first.** For that reason, **we are strong supporters of diversity and inclusion.** We believe that by providing a fair and diverse workplace, we encourage the atmosphere of **trust, understanding and joy** that defines us.

We are fully committed to offering **equal opportunities**, fighting against discrimination every day. We strictly avoid any type of distinction, exclusion, restriction, or preference that could possibly be considered in any way subjective, irrational or disproportional.