

We are looking for interns in many positions!



Remuneration (if any): None, commission basis on the sales

Start Date: Flexible (Recruitment during the whole year)

Length: Flexible (According to the needs of the applicant between 3 weeks to 1 year)

Business Development

Main Responsibilities for the Business Development Intern:

- Identify and develop new international markets by conducting market research, analyzing industry trends, and spotting potential business opportunities across Europe and the Americas.
- Perform proactive client prospecting by identifying, contacting, and qualifying potential B2B partners through various channels (email outreach, networking, and digital tools).
- Build and maintain strong client relationships by understanding client needs, presenting tailored advertising solutions, and ensuring high levels of customer satisfaction.
- Manage and respond to B2B inquiries related to the company's large-scale advertising products, providing timely and effective communication to international clients.
- Support the sales pipeline by assisting in lead generation, follow-ups, and coordination with internal teams.

Required Profile:

- Strong communication and interpersonal skills.
- Fluency in English is required; Spanish proficiency is a strong advantage.
- Interest in international business, sales, and marketing.

Marketing

Main Responsibilities for the Marketing Intern:

- Support online marketing activities by assisting in the creation, execution, and optimization of digital campaigns across various platforms.
- Contribute to content creation by writing and managing blog articles aligned with the company's brand voice and marketing strategy.
- Handle community management by engaging with audiences on social media, responding to comments and messages, and fostering an active online presence.
- Assist the sales team by supporting promotional initiatives, lead generation efforts, and campaign follow-ups.
- Participate in offline marketing activities such as events, partnerships, and promotional campaigns to strengthen brand visibility.

The intern will receive training to design and implement diverse marketing campaigns using tools such as Google Ads, WordPress, and social media platforms including Facebook, Twitter, and other social media management tools. They will also contribute to the development of viral video campaigns on YouTube and other digital channels to enhance the visibility and promotion of the company's products and services.

Required Profile:

- Strong interest in digital marketing, content creation, and social media.
- Good communication and organizational skills.
- Fluency in English is required; Spanish proficiency is a strong advantage.

Hospitality

Main Responsibilities for the Hospitality Intern:

- Support front desk operations by welcoming guests, handling check-ins and check-outs, and providing accurate information about services and facilities.
- Assist in organizing and managing daily schedules, ensuring smooth coordination of activities, reservations, and internal operations.
- Coordinate hotel bookings on behalf of clients, including making reservations, confirming details, and managing changes or special requests.
- Act as a point of contact for clients, addressing their needs and ensuring a high level of customer satisfaction throughout their stay.
- Collaborate with internal teams and external partners to ensure seamless service delivery and efficient handling of client requirements.

Required Profile:

- Strong interpersonal and customer service skills.
- Good organizational abilities and attention to detail.
- Fluency in English is required; Spanish proficiency is a strong advantage.

Web Development

Main Responsibilities for the Web Development Intern:

- Design, develop, and maintain new and existing websites, ensuring they are functional, user-friendly, and aligned with business objectives.
- Update website content, create new sections, and build complete websites for both internal projects and client needs.
- Support web marketing initiatives by optimizing website performance, SEO, and user experience to increase traffic and engagement.
- Prepare quotations and technical proposals for web solutions tailored to client requirements.
- Improve website and application security by managing updates, plugins, and implementing best practices for data protection.
- Contribute to data analysis projects, including basic data science tasks and exposure to machine learning applications where relevant.

The intern will actively participate in the full development cycle, from concept and design to deployment and maintenance, while collaborating with cross-functional teams.

Required Profile:

- Basic to intermediate knowledge of PHP, WordPress, and HTML.
- Understanding of web development principles and an interest in learning new technologies.
- Familiarity with web security and performance optimization is a plus.
- Fluency in English is required; Spanish proficiency is a strong advantage.

Remuneration (if any): none, % of the income we may have for his web development tasks

Tourism Management

Main Responsibilities for the Tourism Management Intern:

- Assist in the planning, creation, and management of tours, activities, conferences, and events, ensuring high-quality experiences for clients.
- Coordinate logistics for tourism services, including scheduling, bookings, and communication with partners and suppliers.
- Contribute to the development of new and innovative services tailored to client needs and market trends.
- Manage and optimize existing tourism products by monitoring performance, gathering feedback, and suggesting improvements.
- Support client interactions by providing information, handling requests, and ensuring a smooth and enjoyable customer experience.

The intern will play an active role in both the operational and creative aspects of tourism management, helping to enhance and expand the company's service offerings.

Required Profile:

- Strong organizational and communication skills.
- Creativity and a proactive approach to developing new ideas and services.
- Interest in tourism, events, and customer experience management.
- Fluency in English is required; Spanish proficiency is a strong advantage.

Programming

Main Responsibilities for the Programming Intern:

- Develop and maintain programming solutions for the company's websites, ensuring performance, scalability, and reliability.
- Contribute to the design and implementation of new features for web and mobile applications.
- Assist in preparing technical quotations and proposals for programming solutions based on client requirements.
- Update and improve existing websites and mobile applications, fixing bugs and enhancing functionality.
- Participate in the development of startup ideas, prototypes, and project samples, contributing to innovation and product development.
- Collaborate on both internal projects and client-based assignments, working closely with cross-functional teams.

The intern will be actively involved in the full development lifecycle, from concept and coding to testing and deployment.

Required Profile:

- Knowledge of CMS platforms such as Joomla or Drupal.
- Basic understanding of mobile application development.
- Strong interest in programming and software development.
- Problem-solving mindset and willingness to learn new technologies.
- Fluency in English is required; Spanish proficiency is a strong advantage.

Human Resources

Main Responsibilities for the HR Intern:

- Support recruitment campaigns by sourcing candidates, screening applications, and coordinating hiring processes.
- Conduct initial interviews with applicants, evaluating their skills, experience, and fit with the company culture.
- Create and publish job postings across various platforms to attract qualified candidates.
- Assist in onboarding and supporting new interns and part-time employees, helping them understand their schedules, tasks, and responsibilities.
- Maintain accurate HR records and support administrative tasks related to employee management.

The intern will receive training to successfully carry out all assigned responsibilities, with access to company resources and guidance to ensure effective performance in their role.

Required Profile:

- Strong communication and interpersonal skills.
- Good organizational abilities and attention to detail.
- Interest in human resources and recruitment processes.
- Fluency in English is required; Spanish proficiency is a strong advantage.

Event Management

Main Responsibilities for the Business Development & Event Management Internship:

- Plan, develop, and execute a variety of events, including in-house venue events and outdoor activities such as conferences, corporate gatherings, and sports events.
- Proactively identify opportunities to design and launch innovative event concepts tailored to client needs and market trends.
- Coordinate and manage all stages of event execution, from initial planning and logistics to on-site supervision and post-event evaluation.
- Handle incoming client requests, ensuring high-quality service delivery for recurring and custom event projects.
- Collaborate with internal teams and external partners to ensure smooth operations and successful event outcomes.
- Support business development efforts by researching potential clients, partnerships, and new market opportunities.
- Contribute creative ideas to enhance brand visibility and improve the overall client experience.

Required Profile:

- Strong communication skills; proficiency in both English and Spanish is highly preferred.
- Organized, proactive, and able to manage multiple tasks in a dynamic environment.
- Creative mindset with an interest in event planning and business development.

Legal Department

Main Responsibilities for the Legal Department Internship:

- Draft, review, and update legal documents, including website terms and conditions, privacy policies, and disclaimers.
- Prepare and assist in the negotiation of contracts with suppliers, partners, and clients, ensuring compliance with applicable regulations.
- Conduct legal audits of website content to verify accuracy, transparency, and compliance with relevant laws and digital regulations.
- Manage communication with embassies and consulates to support visa application processes for non-European interns.
- Review and ensure proper use of intellectual property, including image rights, licenses, and permissions for website photos, branding elements, and logos.
- Identify potential legal risks and provide recommendations to improve compliance and protect the company's interests.

Required Profile:

- Strong written and verbal communication skills; proficiency in English and Spanish is highly preferred.
- Detail-oriented with strong analytical and research skills.
- Interest in corporate, digital, or international law.
- Ability to handle confidential information with professionalism and discretion.

Logistics Department

Main Responsibilities for the Logistics Department Internship:

- Oversee and manage storage operations, ensuring proper organization, safety, and accessibility of all materials and equipment.
- Maintain and regularly update inventory records across properties and office locations, ensuring accuracy and efficiency.
- Coordinate procurement activities, including researching suppliers, comparing options, and organizing new purchases based on company needs.
- Plan and manage the delivery of products to clients, ensuring timely and cost-effective distribution.
- Support supply chain operations by monitoring stock levels, tracking shipments, and improving logistical processes.
- Collaborate with different departments to forecast needs and ensure smooth operational flow.
- Identify opportunities to optimize logistics processes and reduce costs while maintaining service quality.

Required Profile:

- Strong organizational and problem-solving skills.
- Proficiency in English and Spanish is highly preferred.
- Detail-oriented with the ability to manage multiple tasks simultaneously.
- Interest in logistics, operations, or supply chain management.

Financial/Risk Management Department

Main Responsibilities for the Financial Department Internship:

- Assist in preparing and analyzing month-end financial reports to support management decision-making.
- Record and post journal entries accurately and in a timely manner.
- Support accounts receivable and payable processes, ensuring correct and efficient transactions.
- Reconcile bank statements and internal accounts to maintain accurate financial records.
- Assist with internal audits and ensure compliance with company policies and regulations.
- Analyze balance sheets and financial statements to identify trends, discrepancies, and opportunities for improvement.
- Collaborate with the finance team to develop annual forecasts and budgets, providing insights for strategic planning.
- Monitor and help manage internal financial risks, contributing to a robust control environment.

Main Responsibilities for the Risk Management Department Internship:

- Develop and implement a comprehensive risk management framework, including analysis of potential financial and operational impacts.
- Conduct risk assessments to identify, evaluate, and prioritize current and emerging risks affecting the organization.
- Design and implement business continuity and mitigation plans to minimize the impact of risks.
- Support the implementation of health, safety, and insurance measures to protect the company and its staff.

- Promote risk awareness across the organization by providing guidance, training, and support to employees.
- Collaborate with other departments to integrate risk management practices into daily operations and strategic initiatives.

Required Profile:

- Strong analytical, organizational, and problem-solving skills.
- Proficiency in English; Spanish is a plus.
- Interest in finance, accounting, or risk management.
- Ability to work collaboratively in a team and manage multiple tasks in a dynamic environment.
- High attention to detail and commitment to accuracy and compliance.

International Relations

Main Responsibilities for the International Relations Internship:

- Research and analyze international policies, standards, and global developments to inform organizational strategies and initiatives.
- Develop and evaluate issues, preparing comprehensive reports and briefing materials for internal and external stakeholders.
- Formulate policy or program recommendations on assigned projects, ensuring alignment with international best practices.
- Collaborate with foreign counterparts, partners, and organizations to support cross-border initiatives and diplomatic engagement.
- Conduct in-depth analyses of assigned issues at the national, regional, and global levels, providing actionable insights.
- Identify emerging trends, challenges, and opportunities in international affairs and develop policy recommendations for reports or presentations.
- Assist in preparing documentation for conferences, workshops, and meetings with international partners.

Required Profile:

- Strong research, analytical, and writing skills.
- Proficiency in English; Spanish is a plus.
- Interest in international relations, diplomacy, or global policy.
- Ability to work independently and collaboratively in a multicultural environment.
- Detail-oriented, organized, and capable of managing multiple projects simultaneously.

Journalism

Main Responsibilities for the Journalism Internship:

- Research, write, and edit high-quality articles, blogs, and content based on reliable sources and accurate information.
- Attend relevant events, exhibitions, and activities, conducting interviews with participants, exhibitors, and audiences to produce engaging content for social media and other platforms.
- Collaborate with the media and marketing team to identify newsworthy topics, draft press releases, and support communication campaigns.
- Contribute creative ideas for content development and help maintain consistent messaging across all media channels.
- Support monitoring of media coverage and social media engagement to improve outreach and visibility.

Required Profile:

- Strong writing, editing, and communication skills.
- Proficiency in English; Spanish is a plus.
- Interest in journalism, media, and content creation.
- Ability to work independently and as part of a team in a dynamic environment.
- Detail-oriented with strong research skills and a commitment to accuracy.

We are recruiting students during all year and according to the needs of the applicants the length of our internship can vary between 1 to 12 months.

Our available offices are in: Barcelona (Spain), Granada (Spain), Tirana (Albania).

We are a team of internationals so the main language which is spoken is English. But also we can place the interns into teams which deals a lot with local tasks in Spanish (in case of wanting to practice Spanish). They can deal with Spanish clients and suppliers.

Remember that in our main websites you can see some of our businesses and sister companies where we can hold interns, we have our group of companies since more than 23 years:

**<http://www.dpointgroup.com>, <http://www.dpinflatables.com>,
<http://www.dpointmusic.com>, <http://www.dpcard.net>,
<http://www.dprental.com>, <http://dpcrypto.net/>, <http://dpcourse.com/>,
<https://www.dpointwear.com/>**

Also, we do need interns who speaks different languages to help us with our expansion and business development of our Giant Advertising Products>

See our main markets>

<http://www.dpinflatables.com> (Spain and Latin America) (interns who speak Spanish are needed)

<http://www.dpinflatables.net> (UK and USA)

<http://www.dpinflatables.fr> (French Markets)

<http://www.dpinflatables.it> (Italy)

<http://www.dpinflatables.de> (Germany)

<http://www.dpinflatables.info> (Brazil and Portugal)

For more information about the tasks of each department please check

<http://www.dpointgroup.com/careers.html>

Latest Video anniversary> In 2020 Dpointgroup annonced it's 18th anniversary! We are celebrating it with this video>

https://www.youtube.com/watch?v=xWqwuZp432Q&feature=share&fbclid=IwAR38E_OJwrAoIps-t-JLDQTIoqnV4JKhu-fY2JExu_2u3O_4DyUGyCwVNnE

See one of many, DpointGroup video presentations>

<https://www.youtube.com/watch?v=DB-riFr7MGI>

Check Out Some more Dpointgroup Videos

<https://dpointgroup.com/videoGallery.html>

See our Instagram and LinkedIn as well>

https://www.instagram.com/dpoint_group/

<https://www.linkedin.com/company/dpointgroup>

See our CEO profiles

<https://www.linkedin.com/in/daniel-bukin-73706161/> (After the internship, the student can get a LinkedIn recommendation that can be seen by +21k Followers)

<https://www.facebook.com/daniel.bukin.1>

and more...

Take into account that the internship can be done in different ways:

- Completely in the offices if it is possible for the intern to come**
- The intern can start online and come later on to the offices in Barcelona**
- The internship can be Done completely online (Teleworking/Remotely through our Platform)**
- The intern can push forward the dates without a problem (change/choose the start, ending date or duration if needed)**
- The internship Can be Done half on line and half at the offices**

We will be waiting to receive applications including the CV of anyone interested and we will respond as soon as possible.

Many Thanks,

Kind regards,

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