

## **Business Development in the Outsourcing Sector**

**Start Date:** TBC, depending on the students' availability, but we aim to start mid, end July

**Duration:** Flexible, around 2 months

**Location:** Sofia, On-site

### **Description:**

Join a hands-on 2-month Business Development Trainee Program led directly by Ivan Georgiev, CEO and Co-Founder of Pontica Solutions. This is a unique opportunity to gain real-world experience, working closely with leadership on active projects.

### **What We Offer:**

- Flexible hours – tailored around your university schedule
- Direct mentorship from the company's CEO
- Practical experience in business development strategies and outsourcing operations:
- Introduction to outsourcing – tactical vs. strategic
- Inbound and outbound sales
- ICP and sales strategies
- Business development lead generation tools
- Growth marketing and event campaigns
- Opportunity for top-performing trainee to transition into a paid role

### **Who Can Apply:**

- University students from any relevant business field
- Minimum English level of B2 High, French or German will be a plus
- Strong interest in business, outsourcing, or international markets
- Proactive, eager to learn, and ready to take initiative

### **How to Apply:**

Submit your CV directly to [work@ponticasolutions.com](mailto:work@ponticasolutions.com)