

Internship - Global Purchasing/Sales Negotiation Training - REF80760H

Your tasks

Hey, are you looking for an exciting internship where you can gain valuable insights into the world of strategic electronics purchasing? Then we have just the thing for you!

We are looking for an **intern** (m/f/d) for the purchasing department with a focus on negotiation. For optimal learning success, the internship ideally covers a period of **4 to 6 months**, although a combination of voluntary and mandatory internship is also possible.

Your tasks will include, in particular:

- Conception, analysis and development of training modules.
- Preparation of Negotiation Trainings: Support in the creation of training materials, case studies, role plays and interactive exercises for negotiation trainings
- Theoretical Research: Analysis and Summary of Current Scientific Theories, Models, and Best Practices in the Field of Negotiation.
- Development of new training models: Design and further development of innovative methods and approaches for negotiation training, based on scientific findings and practical application.
- Analysis of negotiation strategies: Examination of successful negotiation approaches in various industries and their transfer to training concepts.
- Support at Workshops: Preparation and, if necessary, accompaniment of workshops, including the organization of materials and technical resources.
- Evaluation of training: Analysis and assessment of the effectiveness of negotiation training to identify optimization potentials.
- Preparation of presentations and reports

Your profile

Are you wondering if you are suitable for the internship in the field of Global Purchasing/Sales Internship Negotiation Training? Here are important qualifications we are looking for:

- You are studying in the field of business administration, psychology, media studies, communication, industrial engineering or a comparable field of study, so that you have basic aspects of our area of responsibility
- You should be familiar with MS Office and have very good knowledge of the common programs, basic knowledge of web design is also an advantage
- Basic German and business fluent English skills, both written and spoken, are absolutely necessary for us



Job ID
REF80760H

Field of work
Purchasing

Location
Regensburg

Contact
Katharina Stangl

Legal Entity
Continental Automotive Technologies GmbH

- Knowledge of using video editing software

In addition to these professional requirements, we are also looking for certain characteristics and skills:

- Creativity and an eye for detail

Before you submit your application, there are a few things you should remember: We need your current certificate of enrollment and your current transcript of records and, if applicable, a confirmation from your university regarding the completion of a mandatory internship in order to be able to process your application.

If you are not from the EU area, please also send us your valid residence permit and your work permit including an additional sheet.

Applications from severely disabled people are welcome.

Our offer

- Your work with us will be fairly remunerated: We know that your work is valuable and want to make sure that you are adequately compensated
- We offer you flexible working hours with hybrid working models, where you have the opportunity to work from home from time to time, because we know how important the interaction of private and professional life is
- You will receive qualified supervision from our experienced specialists to improve your professional knowledge and practical skills
- Benefit from a variety of discounts and reductions via our corporate benefits for various brands, from fashion to leisure activities or technology products
- You have the opportunity to take part in various health courses and can take advantage of a varied range of sports
- Take part in regular events for students, such as our regulars' table, joint lunches to network and exchange ideas or get to know the city of Regensburg on a guided tour of the city

If you want to learn more about our location, please visit our location page for Regensburg.

If you find yourself in our position and would like to work with us on exciting projects, then apply now and become part of our team!

Diversity, inclusion and belonging are important to us and make us strong and successful as a company. We offer equal opportunities for everyone – regardless of age, gender, nationality, cultural background, disability, religion, ideology or sexual orientation

Ready to drive with Continental? Take the first step and fill in the online application.

About us

Continental entwickelt wegweisende Technologien und Dienste für die nachhaltige und vernetzte Mobilität der Menschen und ihrer Güter. Das 1871 gegründete Technologieunternehmen bietet sichere, effiziente, intelligente und erschwingliche Lösungen für Fahrzeuge, Maschinen, Verkehr und Transport. Continental erzielte 2024 einen Umsatz von 39,7 Milliarden Euro und beschäftigt aktuell rund 190.000 Mitarbeiterinnen und Mitarbeiter in 55 Ländern und Märkten.

Der Unternehmensbereich Automotive umfasst Technologien für passive Sicherheits-, Brems-, Fahrwerk- sowie Bewegungs- und Bewegungskontrollsysteme. Innovative Lösungen für das assistierte und automatisierte Fahren, Anzeige- und Bedientechnologien sowie Audio- oder Kameralösungen für den Innenraum gehören ebenso zum Portfolio wie intelligente Informations- und Kommunikationstechnik für Mobilitätsdienstleistungen für Flottenbetreiber und Nutzfahrzeughersteller. Umfassende Aktivitäten rund um Vernetzungstechnologien und Fahrzeugelektroniken bis hin zu Hochleistungscomputern ergänzen das Angebot.