

**Position:** International Management Trainee Programme  
**Company:** Meltwater Group  
**Location:** Singapore

### **Company Summary**

Meltwater Group is a privately held software company founded in Norway in 2001 committed to challenging existing business models by introducing disruptive technologies and building a powerful, global sales infrastructure. It delivers B2B solutions based on search engine technology (Meltwater News), cloud computing (Meltwater Drive), talent management software (Meltwater Talent) and biometrics (GenKey).

### **Programme Summary**

Successful applicants would be based in Singapore and entered into the International Management Trainee programme. The trainee programme has a track record of success developing managers across five continents and within a multitude of cultures. All Meltwater managers have been developed through this programme as have the majority of its executives. The programme is both intense and rewarding. It not only focuses on teamwork and culture, but also, and most importantly, has a strong emphasis on sales. During the first three to nine months, trainees will learn how to present and sell Meltwater News services to executives across all industries. This training programme is designed to prepare each trainee for a career in management, and successful completion is required before a trainee can be considered for a management position. After having delivered successful results, a trainee will be given the opportunity to assume responsibility for a team of their own as a Sales Manager. Once this position has been mastered, Meltwater will offer its top managers the opportunity to run a business unit as a Managing Director. This opportunity can take place anywhere in the world, giving the Director the chance to move internationally depending on their experience and preference.

### **Job Requirements**

- Degree
- Not more than 5 years of work experience
- Strong academic results
- Passion for consultative sales and business development
- Exceptional communication and interpersonal skills
- Entrepreneurial spirit and hunger for success
- Track record for meeting goals and deadlines
- Natural leadership qualities
- International experience (academic or professional)
- Ambitious internships or first relevant professional experience

### **Application**

To apply, please submit your detailed resume with a cover letter to **Joseph Latteri** of **Meltwater Group** at [joseph.latteri@meltwater.com](mailto:joseph.latteri@meltwater.com).

Closing date: Sunday, 1 November 2009