

# Internship Placements

## Barcelona, Spain





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### BUSINESS

**Company example:**

Company founded in 2006 by its co-founders, combining years of experience in their respective fields of business development, venture capital and new media. They use their experience and training to support the development of innovative business ideas. The company works with an international network of strategic partners, to successfully build and grow startup businesses. They achieve this by selecting projects with potential and sustainable value. Their role within each project differs according to demands and so they are involved with services such as strategy, financing, and business design and development.

The intern will work alongside a staff mentor observing and assisting with project tasks. Research, business plan design, administration and creativity will be some of the areas the intern will be involved with. More tasks will arise based on the intern's educational background and their current knowledge and skills.

**Company example:**

This company is a startup group that creates startups from scratch, enabling local entrepreneurs to create valuable and long-lasting businesses. Entrepreneurs are provided with support from the beginning of their journey, from finding a co-founder to developing an idea into a verified business model and helping to secure seed investment. They are home to an ever expanding network of incubators, creating a strong foundation from which individuals can kick start their dreams.

The company provides the intern with a unique opportunity to gain an insight into the steps necessary to create

and set up a valid business. Business proposals, plans, strategy, market research and analysis, and marketing skills are some of the areas the intern will be involved with. The intern will have to get used to working in a fast paced startup environment and get used to sharing ideas and taking initiative on an array of projects.

### EDUCATION

**Company example:**

American-International school in Barcelona, with an approximate one-third breakdown among US, International, and Spanish families. Their diverse and engaged student body, faculty and parent community are the heart and soul of this school. They follow a U.S. curriculum from kindergarten until 10th grade, followed by the International Baccalaureate Diploma Program in Grades 11 and 12. The curriculum is primarily taught in English, including learning support and foreign language programs. The school is dedicated to providing its community of educators with a wide range of professional development activities throughout the year, and to keep up with worldwide developments in the best educational practices, modern technology, and the curriculum they deliver. Their teaching body is made up of educators who have prior experience with multilingual populations in a K-12 setting.

The intern will be able to gain valuable experience in an international school setting, observing and learning how students interact and learn from an international syllabus. The responsibilities of the intern will include classroom assistance, helping with classroom exercises, monitoring students, assisting with administration tasks, collaborating

with heads of department and more. Above all, the intern is required to be reflective, collaborative, professional and have a desire to actively learn from and contribute to a professional learning community.

## ENGINEERING

### Company example:

Independent multinational company that offers professional integrated services in consulting, engineering and architecture around the world. The company develops complete tools and infrastructures for astronomy, nuclear physics, research in atomic energy, medicine and other sectors that require the most advanced technology and innovative solutions. This is why they mix design and management when working on multidisciplinary projects and why they use top computing simulation techniques, making sure to pay attention to creativity, realism and responsibility so that the final performance of the product is successful. They rely on their education and experience, as well as learning from previous projects and experiences as a sure way to provide an elite service.

The intern will directly collaborate with the engineering department and contribute to the success and efficiency of every project. They will have a company mentor who will guide them through their tasks and responsibilities, their role within each project, the various techniques they will need to apply to their work and the theory behind it. It is a great opportunity to get involved with projects related to energy, health, medicine, architecture and more, developing the intern's interests and expanding their horizons in this industry.

### Company example:

One of the world's leading inspection, verification, testing and certification companies, they are recognized as a global benchmark for quality and integrity. With more than 80,000 employees, they operate in a network of more than 1,650 offices and laboratories around the world. Their core

services can be divided into four categories: inspection, testing, certification and verification. These services involve checking the condition and weight of traded goods at transshipment, help to control the quantity and quality of products, meeting all regulatory requirements across different regions and markets, and adhering to relevant health, safety and regulatory standards. Their global network of testing facilities enable developments in risk management, timing of test quality, safety and performance of products. Lastly, their certification service enables processes, systems or services to be compliant with national or international standards and regulations or customer defined standards.

The intern will have an unbeatable opportunity to work in a leading firm and be able to observe experienced methods, procedures and high quality service delivered on a mass scale. The intern will assist in different projects depending on his or her background, experience and interests. They will directly support the team with general tasks, processes and techniques related to engineering, and project design and development.

### Company example:

This company looks for innovative and sustainable projects within the water sector. They promote companies that focus on the production and distribution of pool products, treating and channelling water and also energy efficiency. They offer professional assistance to start-ups within the water industry and consolidate viable and quality projects in which to invest. One of the company's main priorities is to help founders of newly designed industrial companies to develop a solid business plan that ensures the viability of their project and helps them to attract investors. Also, their team works hard to create technological and innovative solutions that will contribute to the improvement of society. Promoting innovation and sustainability are their key priorities.

The intern will assist with business plan design and background research for clients, product development,

innovative work for current projects, administration involved with current projects and the intern will also have the chance to attend meetings and see how negotiations and projects are managed and developed in the area of start ups and the water sector. The intern will have the chance to work in areas they are interested in, as long as their education background supports this.

## FINANCE

### **Company example:**

This Spanish firm represents one of the largest global professional service organizations. With more than 40,000 people across 130 countries, in more than 725 locations, the personnel are dedicated to making a difference to clients, colleagues and communities all over the world. There are 9 offices in Spain which provide audit, tax, legal and advisory services using insights, experience and instinct to solve complex issues for privately owned, publicly listed and public sector clients. They create dynamic businesses by building each company's future vision through successful business models.

The tasks and projects the intern will be involved with depend on his or her field of study, past work experience and areas of interest. The intern will support the account and financial department aiding with general management tasks, as well as more specific areas they need assistance in. The intern's mentor will work directly with them introducing them to the company's system, their daily management, and outlining research and administrative tasks.

## I.T.

### **Company example:**

This company was founded in 1982 and has developed substantially, now priding itself on 100% capital from Spain. They are dedicated to providing solutions to change business requirements in the field of information

technology for both big and small companies. In 2005, they began to expand internationally to Latin America, Europe , USA and the Middle East. They work with an extensive network of partners which include, but are not limited to: important software and hardware manufacturers, system integrators and distributors. Today, they are one of the few ERP implementers listed in the Top 50 Spanish ICT companies. With a team of over 2,000 professionals, they guarantee the protection of technological investments in infrastructure and systems and they are able to offer a personalized service with both flexibility and responsibility, in order to best suit business requirements.

The intern is required to have a background in computer science or I.T. and will be in charge of the maintenance of applications developed in JAVA or FLEX. Projects will depend on the requirements of the customer and therefore the intern's tasks will involve analysis and prioritization of project requirements, codification of project requirements, testing project development, and contributing to achieve expected results. More responsibilities will be assigned for the intern based on their skills, know-how and capabilities.

## LAW

### **Company example:**

This Spanish firm represents one of the largest global professional service organizations. With more than 40,000 people, across 130 countries, in more than 725 locations, the personnel are dedicated to making a difference to clients, colleagues and communities all over the world. There are 9 offices in Spain which provide audit, tax, legal and advisory services using insights, experience and instinct to solve complex issues for privately owned, publicly listed and public sector clients. They create dynamic businesses by building each company's future vision through successful business models.

The intern will be involved with projects related to the firm's legal services and the specific tasks assigned will depend on his or her field of study, past work experience and areas

of interest. The intern will support the law department and their company mentor will introduce them to the team, their daily work schedule and the current projects the company is taking on. Translation of legal documents, attending meetings and contributing to advisory projects will be some of the areas the intern will be working in.

## MARKETING

### Company example:

A multidisciplinary digital agency working on Inbound Marketing, Search Engine Optimization and Website design since 2006. They are always looking for the latest updates in web development and online communications, in order to better their services and to create the best personalized strategies for their clients.

The main tasks the intern will partake in are related to research, original content creation, digital marketing, social network management and development, analyzing results to do with research projects and analytics, writing business reports and supporting the marketing team with promotional campaigns e.g. designing banners, landing pages, newsletters etc. The intern will have the opportunity to work on a range of projects, and also focus in on their own area of interest.

### Company example:

Wearable electronics pioneers and market leaders in subjective viewing, capturing athletes' POV (Point of View) in official tournaments. They strive to develop elite products that bring the true reality of sports closer to the fans, through integration methods using the most advanced audiovisual and radio transmission technology when designing elite athletes' kits and safety equipment. An intern in this placement must have a background related to communications, business or engineering. They will integrate into the workforce and support current project demands. They will mostly be responsible for helping to develop the marketing strategy, working on

promotional materials and designing new methods of product outreach in their target market.

### Company example:

A group specialized in marketing, communications and event organization. They work with clients to strengthen their brands and market value. Their methods seek to save time and to simplify the complexity of all processes through a single interlocutor who manages all marketing and communication needs. They focus on effective publication of products and services, direct paths towards achieving company marketing goals and the importance of attracting new customers as well as loyalty to existing ones. They achieve this in an increasingly competitive industry with demanding users and through demands of various social networks.

The intern will work directly with the team and learn from their methods and experience. The intern will mostly be involved with the marketing team working on the structures, design, organization, management, distribution and dissemination of the different strategies and actions the customers need, in order to provide them with higher visibility and outreach. The intern will collaborate on existing projects and assist the team with design tasks, campaign creations and drawing up plans and reports.

## SPORTS MARKETING

### Company example:

A specialized sports e-commerce portal that delivers goods to customers all over the world. They are focused on excellence in logistics, price and product quality, sending their products from Spain to the US, Japan and Brazil. They specifically apply business intelligence to e-commerce in order to map out the business sector within specific sporting disciplines.

The ideal candidate for this position would be someone looking for experience in marketing and sales, with a strong background in digital media and social media marketing.

The intern is required to exhibit strong collaborative skills within a team of young creative professionals. Project development, effective campaigns and international expansion will be key areas for the intern to get involved with.

**Company example:**

The first company specialized in gift box 'experiences' for running races, bike races, and triathlons. It is a personalized gift for family and friends who love fitness or want to get into it, it can be the motivation they might need. They provide a subscription to races throughout Spain and includes the option of adding accommodation to the package!

The intern will work on tasks related to market analysis with specific research into the US market, analysis of target buyers in the US and other target countries, research and classification of running races in the US, database creation, evaluations of findings and contacting race organizers in the US. This placement allows the intern to work in all areas of the company, learning at first hand about international expansion based on effective marketing strategies.

**Company example:**

A sports marketing agency specialized in the football (soccer) industry, expert providers in sponsorships, friendly matches and summer team tours. They work directly with the football club, as well as the main bodies of FIFA and UEFA, covering all legal standards and providing high quality service to every entity.

The intern will be assigned tasks related to research, sales, drawing up proposals and marketing strategy. Some of these responsibilities will involve contacting football clubs in foreign countries, contacting international corporations willing to sponsor sport facilities and international clubs or leagues, creating sponsorship and partnership proposals and working with the marketing team to produce effective materials and campaigns.

## SPORTS MANAGEMENT

**Company example:**

A sport congress agency made up of an innovative team of professionals, using their experience to represent top sport organizations and football clubs across the globe. They combine the latest technology and their know-how to form strategic partnerships, currently working with European and South American partner associations. They collaborate on complete project development and implementation, providing important resources and strategies to effectively attain the club's goals.

This internship requires a candidate with a strong business orientation, that can manage a portfolio of contacts and correctly follow through with connections in order to maintain a fluent communication with the company's clients. The intern needs to be able to constantly look for new business opportunities along with the team and proactively generate leads for the company. These responsibilities will be tailored to the individual's capabilities, skills and experience. Overall, the internship position will involve execution of complex innovation projects that are focused on the overall improvement of business in the sports industry.

## TOURISM

**Company example:**

As a company, they provide short, medium and long-term rentals. Aside from this, they also provide touristic experiences and events for their clients in Barcelona. The company consists of a young team of professionals who all contribute ideas, new visions and projects. They are a multinational and innovative team, who use their diversity to manage and respond efficiently to their clients' needs in a multilingual way.

The intern will learn at first hand how a fast paced tourism service operates, in one of the busiest cities for tourism in all of Europe. Working directly with the administration and

operations team, the intern will gain valuable knowledge in data processing and organization, rental applications and processing, and will even be able to attend viewings during customer visits.

**Company example:**

This company offers a unique experience thanks to its portfolio of impressive central apartments in Barcelona. Their clients enjoy the highest standard of rentals offering pure comfort and quality. The key to their success is their ability to offer high-quality apartments at a competitive price and to provide great customer service along the way.

The intern will work alongside the operations team assisting with areas such as booking management, administration, check-in and check-out processing, cleaning and maintenance of apartments, and ensuring a personal and tailored approach to all. The intern will be involved with day to day filing, database maintenance and customer follow up.



# CONTACT

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