

IE Student

Internship Guide 2013

VOL 3



The International MBA Program at IE Business School offers its students the opportunity to perform an internship for academic credit (IMBA in Practice) during the course of the 13 month program. This option can be particularly useful for those individuals wishing to gain experience in new sectors, build new networks, develop skills and gain industry insights.

Guy Kfir, IMBA Class of 2011, created the original internship guide with the purpose of sharing recent students' internship experiences with the new IMBA Intake. Ultimately, the goal was to introduce new students to this unique opportunity and share how others were able to take advantage of it. We are thrilled to continue with this initiative and share with you the original message created by Guy:

So, you decided to become a student in one of the world's top MBA program, which will lead you to be the next CEO of...

For most of us the journey has just begun. While some of us know what we want to do after our MBA, there are those of us who want to use this experience to explore different career possibilities.

Undertaking an internship while pursuing your International MBA is a complementary way to explore different career paths. An internship provides an opportunity for you to dive into another industry, adding new skills to your CV. You have the chance to make new business connections and increase the probability of securing a job upon graduation.

How to Use This Guide

Scan the students' profiles and internships, and if there's a profile that interests you, continue reading about how the student secured the internship. Strategies include reaching out to CEOs directly to collaborating with IE professors. Contact information of each student is available if you have any specific questions.

Thank you to the students who participated in this guide for their time invested and willingness to share their experiences. I am confident that this guide will be a useful tool as we each pursue our professional goals.

Good luck,

Guy



Guy Kfir
(International MBA alumnus)

Alexandre Goossens



Contact: agoossens.imba2013@student.ie.edu
LinkedIn: Alexandre Goossens
Country: Belgium
Education: Master in Environmental Engineering
Professional background: Consulting (real estate + finance)

Internship

Company: WWF for Emzingo Group
Industry: Social Consulting
Location: Peru
Number of interns: 3
Pay and perks: Pro bono
Length of internship: 7 weeks
Intern function: Consultant

Securing the internship

What made you decide to pursue and choose this internship?

I had secured already an internship in an investment fund in Mexico, but the unique overall experience provided by Emzingo (consulting, sustainability, personal development, traveling, eye-opening, network, friendships for life) made me decided to go for this one. I don't regret my choice.

What did you do in order to secure the internship?

I met on early-on with the Emzingo Representatives and informed them about my strong interest to join the program. I participated in the selection process (CV, cover letter, interview, assessment) and got accepted.

Required Qualifications

Consulting basic tools
Good Spanish knowledge if going to Peru
Good communication
Team player
Adaptability to emerging countries and to people
Open minded
Be prepared for anything

What working documents did you need?

EU citizen, hence only a passport was required.

On the Job

What were your main responsibilities? What did you do?

We identified managing challenges of 4 certified timber companies operating in the Amazon. We drew implementable recommendations based on an action prioritization matrix we developed.

What practical and hands on experience have you gained?

Concrete awareness of what poverty can be.
Consulting in unusual business environment.
Adaptability to the unpredicted.

Did you have mentorship?

Yes, the Emzingo Representatives on site and during the first week (orientation week), which outlined the structure, goals and roles.

Networking opportunities

WWF, local NGOs, IE Alumni & other MBA students.

Tip for your IE colleagues?

The Emzingo Fellowship is not an open door to a job post-MBA. If you are looking for a once-in-a-lifetime experience that will fundamentally develop you, then you should go for it.

Elizabeth Mejía



Contact: emejia@gmail.com
LinkedIn: Elizabeth Mejia
Country: Mexico
Education: BS in Chemical Engineering
Professional background: Strategic Planning & Project Management.

Internship

Company: Johnson & Johnson
Industry: Pharmaceutical
Location: Mexico City
Number of interns: 5
Pay and perks: Paid, flight, relocation bonus, meal plan
Length of internship: 10 weeks
Intern function: IRDP (International Recruiting and Development Program) Marketing summer intern.

Securing the internship

What made you decide to pursue and choose this internship?

I wanted to gain perspective about the marketing function, the product manager role, the pharmaceutical industry and the company in general to validate my post MBA goals and secure a full time job offer after graduation.

What did you do in order to secure the internship?

I applied very early and I consulted with IE alumni currently working at J&J. I researched about the company and prepared well for the interviews.

Required Qualifications

MBA student, at least 4 years of working experience relevant to the internship role. English and local language.

What working documents did you need?

Permanently authorized to work in the country where the job exists.

On the Job

What were your main responsibilities? What did you do?

I redesigned the product launch methodology incorporating internal and external best practices to reduce launch times and increase success rate. I interacted with more than 14 areas involved in a product launch, made sales visits to doctors and had to draft a proposal compelling to all the stakeholders.

What practical and hands on experience have you gained?

I worked closely with product and brand managers helping in the development of a brand plan. I learned about all the aspects and areas involved in a pharmaceutical product launch.

Did you have mentorship?

Yes, I had regular meetings with my direct supervisor and with my assigned mentor.

Networking opportunities

The IRDP program has high exposure in J&J because many directors and members of the board were part of the program during their MBA's. Networking opportunities are extensive.

Tip for your IE colleagues?

For J&J, knowledge about the company culture is crucial during the interviews. Apply early and contact current employees to get insights.

Chinedum Chijioko



Contact: cneduus@gmail.com
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Country: Nigeria
Education: B.Sc. Microbiology
Professional background: Management Consulting, General Management

Internship

Company: Deloitte
Industry: Accounting & Consulting
Location: Lagos, Nigeria
Number of interns: 1 - Just me
Pay and perks: Confidential
Length of internship: 10 weeks
Intern function: Workforce Planning

Securing the internship

What made you decide to pursue and choose this internship?

I wanted to get back to consulting environment to enable me to decide whether to go back to consulting after the MBA or to do something else, having been away from mainstream consulting for over 4 years. Secondly, to practically test some of the things learnt in the course of the MBA programme.

What did you do in order to secure the internship?

Networking and contacting old contacts.

Required Qualifications

First degree and consulting experience.

What working documents did you need?

I didn't need a visa since I'm from Nigeria.

On the Job

What were your main responsibilities? What did you do?

I worked with the HR Consulting department to define workforce-planning framework, as well as define manpower requirements for the next 3 years.

What practical and hands on experience have you gained?

I learnt how to use tools and models to analyze the HR practices of organizations, conduct workload analysis and define manpower planning framework.

Did you have mentorship?

No, I didn't have any mentor.

Networking opportunities:

I interacted with some executives at Deloitte and some management staff of the client.

Tip for your IE colleagues?

Leverage your contacts & start looking early.

Mian Mehmood UI Haq



Contact: mehmoohaq@gmail.com
LinkedIn: Mian Mehmood UI Haq
Country: Pakistan
Education: B.A in Business Administration & Political Science
Professional background: Corporate Banking

Internship

Company: ThyssenKrupp
Industry: Industrial
Location: Madrid, Spain
Number of interns: 1
Pay and perks: Paid internship + food allowance
Length of internship: 10 weeks
Intern function: Strategy Development, Mergers & Acquisitions

Securing the internship

What made you decide to pursue and choose this internship?

Since I came from a banking background, I wanted to get a feel of the water on the industry side; furthermore, I wanted to get experience that was above and beyond a generic internship. One of the things that I wanted to ensure was that I applied all the skills I had acquired through past experience and business school. Finally, I wanted to ensure that in the event I wanted to go the traditional business school route of consultancy or investment banking, I could actually sell my experience there, as well.

What did you do in order to secure the internship?

German companies were the largest contributors to the employer pool of MBAs in Europe, so I researched a few German companies. Once I selected ThyssenKrupp, I met with some of the senior staff and proposed a summer internship to learn from them. The regional HQ for SEAME (Southern Europe, Africa, and the Middle East) is in Madrid and IE has an extremely positive reputation, so the process was fairly easy.

Required Qualifications

Some basic concepts of valuation for valuations of potential acquisitions and some basic strategic concepts.

What working documents did you need?

None, since it was based in Madrid.

On the Job

What were your main responsibilities? What did you do? In the strategic development team, I was given a specific project wherein I analyzed the entire performance of the SEAME region in terms of sales and provided recommendations for the incoming year to increase revenue and gross margin. On the M&A team, I worked on valuations of potential acquisitions in two different countries to calculate the purchase price. I also worked on various funding documents to get approval from the board of TK.

What practical and hands on experience have you gained?

Actual valuation experience

Did you have mentorship?

Indirectly. The people I worked with provided lots of information and guidance.

Networking opportunities

Yes, I was fortunate enough to network with all the different levels in the company.

Tip for your IE colleagues?

The internship process should start as soon as you start the MBA; you need to hit the ground running. It is important to know what you want from an internship and if it is not a structured summer associate program, make sure you and the manager are on the same page so as to make each and every day efficient and effective.

Alexis Berger



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Country: USA

Education: Sociology & Psychology
Professional background: Advertising & Media

Internship

Company:

Industry:

Location:

Number of interns:

Pay and perks:

Length of internship:

Intern function:

Heineken International

Consumer Goods / Beverages

Amsterdam, The Netherlands

N/A (no formal MBA intern program)

€750/month

10 weeks

Global Brands Summer Associate

Securing the internship

What made you decide to pursue and choose this internship?

I chose to go to IE in order to advance my career from advertising on the agency and publisher side in the US to global marketing on the brand side. I knew that a key element in attaining this goal would be to secure an internship in brand management at an international organization over the summer.

What did you do in order to secure the internship?

I used LinkedIn to see how I was connected to my target companies, and then requested introductions from mutual connections. By actively pursuing companies I was genuinely excited about, I was able to get interviews with most of them.

I also want to note that none of the companies I was interested in had formal MBA-internship programs, and the people I approached were not in HR but were the people I wanted to work for. So what I want to say here is that if the company you want to work for doesn't have an MBA program, you can certainly create an internship in partnership with your potential manager.

Required Qualifications

N/A. No formal MBA program.

What working documents did you need?

Traineeship Work Visa: this is secured by the company (just FYI for any non-EU citizens looking to work in the Netherlands). Once all the paperwork is submitted properly, it takes 3-5 weeks to get the documentation, so plan accordingly! A good source of information for working in the Netherlands is here: <http://www.nuffic.nl/en>

On the Job

What were your main responsibilities? What did you do?

I was assigned to a brand recently designated as a global priority, launching with a new visual identity and marketing campaign in 2014. As a part of this new product launch, I designed the digital launch strategy, provided recommendations for the channel strategy and completed various other tasks related to POS asset creation, communication tools for local markets and agency contract development.

What practical and hands on experience have you gained?

I had never worked on a global level before, and I was able to gain the full appreciation of the complexity inherent in coordinating almost daily with 35 local market teams.

Did you have mentorship?

Not formally, however I used my time to meet and have coffee with as many people as possible within the organization – other managers on the Global Brands and Innovation teams.

Networking opportunities

There was nothing formal, however every week – as is customary in the Netherlands - we had the Friday “borrel” (similar to what we call in the U.S. “Thirsty Thursday” or Happy Hour). This provided an informal setting to share a Heineken while meeting pretty much anyone within the organization. Everyone at Heineken was very enthusiastic about sharing their experience within the company with me when I approached them.

Tip for your IE colleagues?

Start early. I know it seems like you have a lot going on at the beginning, but it only gets increasingly hectic.

Also, don't be intimidated by visa and work permit requirements. Sure, it makes the process harder, but it is possible to gain an internship at the company and in the country of your choice. That said, if you are going into a new country make sure you do all the research you can to understand the permit requirements. This knowledge will make things easier for you, your target company and ultimately will make you look like a responsible and well-prepared candidate.



Marcelo Masotti



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LinkedIn: Marcelo Masotti

Country: Brazil

Education: B.A. in Marketing

Professional background: Pulp & Paper,
Fashion, Foods and Retail

Internship

Company:

Kimberly Clark

Industry:

FMCG

Location:

Recife – PE (Brazil)

Number of interns:

03 (Brazil) 18 (Latam)

Pay and perks:

Paid + Hotel + Flights + Cell

Length of internship:

11 weeks

Intern function:

Brand Trade Manager

Securing the internship

What made you decide to pursue and choose this internship?

The great opportunity to know a new market (Northeast of Brazil) and to know and learn about a new industry (FMCG). And, of course, the opportunity of getting a full time job after the MBA.

What did you do in order to secure the internship?

I applied through the IE Career Management Center (IE CMC), prepared myself for the interviews, researched and read about the company and its business. In total, I had 4 interviews with K-C (2 of them with HR Latam and 2 of them with the Brazilian Team).

Required Qualifications

The company was looking for MBAs from Top Business Schools. Mature and with previous experience in the commercial area.

What working documents did you need?

None, since I was working in my home country.

On the Job

What were your main responsibilities? What did you do?

My main responsibilities were to develop and implement Trade Marketing actions to generate consumer and customer proximity and propose new products to the northeast market to be produced in the new Northeast K-C Plant.

What practical and hands on experience have you gained?

I had the chance to lead an important project of product development focused on the bottom of the pyramid, working with multifunctional team (Sales, Marketing, Production and Finance).

Did you have mentorship?

Yes, during the internship I worked very closely with a Territory Director and a Senior Manager.

Networking opportunities

I had great networking opportunities during my internship. I had the chance to work very closely with directors, managers and analysts of K-C Brazil, and I had the chance to present my project to the board of directors in Brazil and in the US.

Tip for your IE colleagues?

Prepare your CV and Cover Letter at the beginning of the MBA, start to looking for your internship early and choose your internship by the opportunity of learning, not by salary!

Vasantharaj Bharathi



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LinkedIn: Vasantharaj Bharathi

Country: India/Singapore

Education: Electrical Engineering

Professional background: Project
Management, Food & Beverage,
Technology

Internship

Company:

Next Limit Technologies

Industry:

Software/Media

Location:

Madrid

Number of interns:

3

Pay and perks:

Paid internship

Length of internship:

10 weeks

Intern function:

Business Development

Securing the internship

What made you decide to pursue and choose this internship?

One of the main reasons for me to choose an MBA is to attain practical business development skills. When Next Limit came up with this role, I did not think twice about working in a relatively small company with lot of growth potential in technology sector.

After talking with the CEO who wanted to have partnership relationship with the prospective interns beyond the internship, I made the decision to pursue my internship at Next Limit.

What did you do in order to secure the internship?

I applied to Next Limit through the IE Career Management Center. The interview process consisted of CV screening and a final interview with the CEO.

Required Qualifications

The company was looking for people who were passionate about technology, engineering and the media industry. They also wanted creative people who could come up with out-of-the-box product ideas, leveraging on the company's strength in creating highly successful products. Engineering background was a big plus.

What working documents did you need?

None

On the Job

What were your main responsibilities? What did you do?

Identified prospects for potential new clients and devised B2B strategy to build and sustain new client relationships and presented a long-term project management plan to the senior management to launch a new software product in the field of robotics.

What practical and hands on experience have you gained?

Business development skills, particularly with regards to market research and developing long-term strategy roadmap for new product introductions.

Did you have mentorship?

Reporting directly to the CEO, I had great mentor support from the CEO on his previous business development experiences and a highly qualified technical team to work with.

Networking opportunities

I had a chance to establish contacts and network with the government agencies and major industrial players in the robotics sector and at universities.

Tip for your IE colleagues?

Be clear on what you want to achieve through an internship. Many Spanish companies are expanding into Latin America, Asia and Africa. So there are lots of opportunities in Spain if you are globally mobile.

Prachi Banga



Contact: pbanga.imba2013@student.ie.edu
LinkedIn: Prachi Banga
Country: India
Education: BA in Psychology
Professional background: Talent Acquisition & HR Business Partnering

Internship

Company: Boehringer Ingelheim
Industry: Healthcare
Location: Ingelheim, Germany
Number of interns: 2
Pay and perks: 750€/month + accommodation
Length of internship: 9 weeks
Intern function: Strategic Global Talent Acquisition

Securing the internship

What made you decide to pursue and choose this internship?

This internship was extremely in line with the progression I was looking for in my career through this MBA. It allowed me to extend my operational experience in recruitment to strategic talent acquisition at a global corporate HQ.

It was also a choice I made keeping the other available options in mind for the elective period. I preferred the internship over electives, long exchange, Venture Lab and Emzingo, as it gave me the time to focus on Human Resources specifically, unlike the rest of the year when I was building cross-functional skills.

What did you do in order to secure the internship?

This internship was advertised by the IE Career Management Center. However, it was my meeting with the company representatives at the annual IE Career Fair that comprised the entire recruiting process. I had done a little research before meeting them, which I supplemented with a networking conversation with one of their junior employees. I then met the head of global talent acquisition, who became my manager later and the conversation turned into an interview.

Required Qualifications

Qualifications on the job description included: strong analytical skills, communication, PowerPoint proficiency etc. plus an interest to develop a career in Human Resources.

However, my previous relevant experience in recruitment played a big role in winning the offer, as I understood their goals and challenges and had my own ideas to contribute.

What working documents did you need?

Visa.

On the Job

What were your main responsibilities? What did you do?

Jointly built a first-of-its-kind, 5-year strategy document for Global Talent Acquisition by deeply analyzing industry trends, employer brand, business strategy, productivity and forecasted hiring needs. Designed a regional MBA rotation program and ambitious active sourcing techniques to address gaps in leadership pipelines, hard-to-fill positions and talent needs in Asian emerging markets.

What practical and hands on experience have you gained?

How to think about and propose an initiative at a strategy level and not operational.
How to prepare a business case to get an idea/ initiative/project endorsed by senior management.
How to convey messages to different stakeholders.
How to budget a certain project.
How to create a project plan.
How to use pivot tables in excel to analyze headcount forecasting raw data into providing meaningful strategic direction.

Did you have mentorship?

My manager periodically took feedback from me, tried to ensure the internship was meeting my expectations & guided me on my future career path.

Networking opportunities

The senior management and entire team of the global talent management were extremely open. I individually had lunch with most of them. They were extremely interested in knowing about my experiences as I was about theirs. A huge chunk of my learning was obtained in these conversations.

Tip for your IE colleagues?

My internship manager is an IE Alumni who has had an impressive career path himself at Boehringer Ingelheim, currently heading global talent acquisition. He has been recruiting interns for his team in both summer and winter (appropriate to both intakes), so keep a look out for this internship from the IE Career Management Center.

Tips in general: Start very early; you are in a 1 yr program. Each effort will teach you a lesson to improve your job search strategy. Understand clearly what you need to have to reach your career objectives and try to gain that through the internship. Leave a good impression and keep in touch with internship employers.





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