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

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Country: Israel
Website: www.guy-kfir.com
Professional background: Key Account Manager / Technology Evangelist.

Bernadette C. Aguirre

Contact: bern_aguirre@yahoo.com
LinkedIn: Bernadette C. Aguirre
Country: USA
Professional background: Marketing Director and Business Development.
Stefano Cinquina

Contact: scinquina.imba2012@ie.student.edu
LinkedIn: Stefano Cinquina
Country: Italy
Education: Aerospace Engineering
Professional background: Railway, Aeronautics

Internship
Company: Boston Consulting Group
Industry: Consulting
Location: Milan, Italy
Number of interns: 5 at the Italian office
Pay and perks: Paid + relocation
Length of internship: 10 weeks
Intern function: Summer Consultant

Securing the internship
What made you decide to pursue and choose this internship?
I was looking for a career change, having a purely technical background and working experience was particularly difficult to move into consulting, hence the choice to try already with an internship.

What did you do in order to secure the internship?
I replied to the Call for Application issued by the Career Management Center (CMC), followed the Consulting Track and all the chances offered by IE to get acquainted with the consulting world. I extensively practiced case interview with other aspiring consultants.

Required Qualifications
Being enrolled in a world class MBA.

What working documents did you need?
None, since I worked in my own country.

On the Job
What were your main responsibilities? What did you do?
I joined a project within the Industrial Goods practice and worked as a regular, full-time consultant interacting with the client, participating in Case Team Meeting and presenting the results to the team and the Partner.

What practical and hands on experience have you gained?
The internship was a great opportunity to experience the consulting life in all aspects: analyze data and make estimates, prepare presentations, work under pressure, and develop soft skills by interacting with the team and the client.

Did you have mentorship?
No. The Project Leader covered the role of the mentor on a day-to-day basis.

Networking opportunities
Great. I had the chance to work with graduates from the top Business Schools worldwide. A gathering of all the EMEA interns was also organized; there, I had the chance to meet more than 30 current MBA students.

Tip for your IE colleagues?
Apply early, train intensively the case interview method and be flexible with the firm choice and locations.

Tugba Abadan

Contact: tugbaabadan@gmail.com
LinkedIn: Tugba Abadan
Country: Turkey
Education: BS in Management
Professional background: Digital Marketing and International Business Development

Internship
Company: BBVA
Industry: Finance
Location: Madrid
Number of interns: Only me (as short term Intern)
Pay and perks: Paid
Length of internship: 10 weeks
Intern function: Communication and Brand

Securing the internship
What made you decide to pursue and choose this internship?
I would like to have job experience in Spain and BBVA was the perfect place for me because my prior experience was in Banking, as well.

What did you do in order to secure the internship?
I applied early and directly to the head of the department.

Required Qualifications
Prior experience in banking.

What working documents did you need?
None.

On the Job
What were your main responsibilities? What did you do?
I explored BBVA’s Sustainability and Corporate Social Responsibility (CSR) strategy. Moreover, I implemented their media monitoring tool for Garanti Bank (BBVA’s partner bank in Turkey) and I organized selection of projects and presentation conceptualization for Digital Communication Awards.

What practical and hands on experience have you gained?
I gained experience working in an environment where I did not speak the language (Spanish) fluently. I had a chance to go to communication conferences, meetings with third parties and presentations to senior management with my manager. The internship provided me an idea of working life in Spain as a whole, which was my motivation to choose it in the beginning.

Did you have mentorship?
No. But my direct manager was very helpful and the work environment was comfortable to ask questions.

Networking opportunities
I had great networking opportunities. The department in general was very friendly, welcoming and eager to help. I am still in contact with some of them.

Tip for your IE colleagues?
Apply early and show your eagerness to work with the company.
## Mikhail Bakunin

**Contact:** mpbakunin@gmail.com  
**LinkedIn:** Mikhail Bakunin  
**Country:** Russia  
**Education:** Ph.D. in Economics  
**Professional background:** 10 years in Telecom, Telecom Retail and E-commerce, Entrepreneur

### Securing the internship

**What made you decide to pursue and choose this internship?**

By joining the international start-up for the internship, I chose for myself a very challenging working environment with an opportunity to impact a company and a market.

**What did you do in order to secure the internship?**

I applied through the Career Management Center (CMC). I prepared for the interview by doing research and talking to people inside the company through the IE network.

**Required Qualifications**

The company was looking for mature candidates with experience in retail and e-commerce entrepreneurs for launching a start-up in Asia.

**What working documents did you need?**

The company supported me in acquiring a visa.

### On the Job

**What were your main responsibilities? What did you do?**

I led the inventory replenishment process for over 10,000 SKUs; designed and implemented a demand planning process and suppliers’ grading model. I was involved in hiring, as well. There were two local subordinates in my team.

**Networking opportunities**

Yes, during my internship I worked closely with my Project Mentor.

**Did you have mentorship?**

Yes.

**What practical and hands on experience have you gained?**

I learned a lot about what role IT systems can play in sustainability. I conducted research through online sources and enterprise asset management systems to improve the firms’ sustainability. I conducted research through online sources and enterprise asset management systems to improve the firms’ sustainability.

**Tip for your IE colleagues?**

Start looking for your internship early! Dedicate yourself to finding an internship that is directly aligned with your post MBA goals – this will ensure you get the best learning experience out of your internship.

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## Joanna Karlic

**Contact:** jkarlic.imba2012@student.ie.edu  
**LinkedIn:** Joanna Karlic  
**Country:** Poland, Canada  
**Education:** B. Sc. Computer Science  
**Professional background:** Software

### Securing the internship

**What made you decide to pursue and choose this internship?**

The subject of the internship was directly aligned with the area I want to work in, and it was in an industry in which I have experience, thus it was the perfect opportunity to learn and to get more insight into my area of interest. Also, the fact that it was in India made it even more appealing, as I knew that working in such a foreign culture would be a good learning experience, plus I would get to travel!

**What did you do in order to secure the internship?**

I applied through the Career Management Center (CMC). I prepared for the interview by doing research and talking to people inside the company through the IE network.

**Required Qualifications**

MBA student, dedication to and passion for the research subject.

**What working documents did you need?**

Visa for India (It was a bit tricky to get because I am not a Spanish citizen, so the Indian embassy in Spain said they would not be able to grant me the visa. I had to get help from Infosys - they contacted the embassy on my behalf and eventually everything worked out).

### On the Job

**What were your main responsibilities? What did you do?**

I worked on a research project, trying to determine how to use business schools who were also interning with Infosys.

**Networking opportunities**

We had interns coming from various schools, including top European and US ones. Getting into an unfamiliar environment helped us all to build very good relations. I got recommended, and my CV and cover letter were forwarded to my dream employer in the same industry at the end of the internship.

**Tip for your IE colleagues?**

An internship is a bridge for those willing to make any kind of a career shift. What I observe currently – potential employers pay a lot of attention to internship experience during interviews.
Amin Khairy

Contact: aminkhairy@gmail.com
LinkedIn: Amin Khairy
Country: Egypt
Education: Business Admin.
Professional background: Credit Risk Analyst at Private Bank

Internship
Company: The World Bank
Industry: Economic Development
Location: Cairo
Number of interns: 1 - Just me
Pay and perks: $12 per hour
Length of internship: 10 weeks
Intern function: Short Term Consultant

Securing the internship

What made you decide to pursue and choose this internship?
I decided to pursue the internship, as I wanted to gain more perspective and knowledge on economic development. Analyzing the macroeconomic perspective of decisions made by governments was something I wanted to explore.

What did you do in order to secure the internship?
I had a contact within the World Bank, so I called them up and asked them to help me secure an internship.

Required Qualifications
They needed a candidate who had good analytical skills, while having completed basic economic courses.

What working documents did you need?
I was eligible to work in Cairo, as I am a citizen.

On the Job

What were your main responsibilities? What did you do?
Analyzed and managed the political economy of Djibouti Economic using statistical software. Contributed with graphical, statistical, and written analysis of data to reports and other documents. Provided my supervisor a senior economist, with support for preparing briefs and analytical notes, and assisted in providing analysis and drafted reports and research projects.

Wrote a working research paper on “Emerging developmental trends and how inclusive growth could be used to effectively reduce inequality.”
Assisted in the organization and delivery of workshops and seminars.

What practical and hands on experience have you gained?
I learned how huge developmental organizations work and are structured. More importantly, I learned how the work culture and collaborative employee setting affects an organization.

Did you have mentorship?
A senior economist who constantly gave me feedback on my performance and pointers on how to tackle my upcoming assignments.

Networking opportunities
I managed to network with a vast number of multicultural employees who enriched my experience and helped me get accustomed to the work environment.

Tip for your IE colleagues?
I would advise that you pursue the internship as soon possible. Use all the contacts you have to try and reach your ideal internship company. Be sure that the internship is a way to either progress your career or explore new fields. When securing your internship, work hard and leave a good impression.
Santiago Restrepo Bernal

Contact: srestrepo.be@imba2012@student.ie.edu
LinkedIn: Santiago Restrepo Bernal
Country: Colombia
Education: BBA
Professional background: Consultant at Mercer

Internship
Company: Johnson & Johnson Medical
Industry: Medical Devices
Location: Bogota, Colombia
Number of interns: 5 from IE Business School worldwide
Pay and perks: Paid internship + other payments
Length of internship: 12 weeks
Intern function: IRDP summer intern

Securing the internship
What made you decide to pursue and choose this internship? I wanted to make a career change to the pharmaceutical industry and Johnson & Johnson was a very strong option for doing the internship. Additionally, I thought it was a good approach to verify if that industry could be the correct option post MBA.

What did you do in order to secure the internship? I got to know the company through different channels before the interview. Internet research on the company and the industry, friends and IE alumni who are currently working at Johnson & Johnson.

Required Qualifications
There aren’t specific qualifications for applying to Johnson & Johnson. Make sure your past experience could link somehow to the company, but most important is to demonstrate real interest for the company.

What working documents did you need? None.

On the Job
What were your main responsibilities? What did you do? Analyze the internal processes of the regional Regulatory Affairs group, with the purpose of developing metrics to measure the results of current regulatory affair processes in Latin America. To understand stakeholder needs and develop metrics aligned with them, including targets and control plans. The metrics should help identify opportunities to increase efficiency, eliminate rework, enable access to critical information, support cost avoidance in compliance, and help influence on new and revised legislation.

What practical and hands on experience have you gained? Organizational structure, process and metric design. To achieve this it was required to have strategic thinking, communication skills with international stakeholders and project management abilities.

Did you have mentorship? Yes, the Regional Regulatory Affairs Director for Latin America.

Networking opportunities
The IRDP Program is the Global International Program Johnson & Johnson offers to MBAs, which highly focuses on networking with the objective of developing the leaders of the future.

Tip for your IE colleagues? If you want to apply for an internship with Johnson & Johnson, be sure to know the company; talk to people who are currently working there and get a deep knowledge of the culture. Additionally, make sure that the person who interviews you sees your interest to having the opportunity for working with them.

Daniel Cardenas-Clark

Contact: Daniel.cardenas.clark@gmail.com
LinkedIn: Daniel Cardenas-Clark
Country: Great Britain
Education: BSc Business Administration
Professional background: Human Resource Consulting in UK and Asia

Internship
Company: Blackhive Corporation
Industry: Soft Commodity Trading
Location: Arkansas, USA
Number of interns: 1
Pay and perks: $1500 month plus perks
Length of internship: 10 weeks
Intern function: Coffee Trader

Securing the internship
What made you decide to pursue and choose this internship? My motivation for studying an MBA was to change career. Therefore, I needed to gain relevant experience in that industry to make my profile more attractive to hiring companies. I was very interested in the natural resources sector and this internship was exactly the position that I wanted to move into. The company was a medium size business and they allowed me to have complete ownership on the project. This meant that I had the opportunity to effectively run a business within the company and was exposed to challenges that I had not anticipated.

What did you do in order to secure the internship? I was exposed to challenges that I had not anticipated.

Required Qualifications
Sales experience with a proven track record. Knowledge of coffee market.

What working documents did you need? US Visa

On the Job
What were your main responsibilities? What did you do? Launched physical coffee trading desk from scratch. Conducted study for the CEO to develop the business case by evaluating four different revenue models. The report included an implementation plan to execute the recommended strategy. Created supply chain by locating commodity suppliers in Africa and Latin America. On-boarded clients, priced and executed physical spot trades.

What practical and hands on experience have you gained? Analyze I needed to gain relevant experience in that industry to make my profile more attractive to hiring companies. I was very interested in the natural resources sector and this internship was exactly the position that I wanted to move into. The company was a medium size business and they allowed me to have complete ownership on the project. This meant that I had the opportunity to effectively run a business within the company and was exposed to challenges that I had not anticipated.

What did you do in order to secure the internship? I was exposed to challenges that I had not anticipated.

Required Qualifications
Sales experience with a proven track record. Knowledge of coffee market.

What working documents did you need? US Visa

Networking opportunities
Yes, both internally and with trading counterparties and suppliers.

Tip for your IE colleagues? If you are a career changer, it is fundamental you do an internship. Involve yourself in the consulting projects and “challenges” the school offers, as this is a good way to build relevant experience and open a dialogue with companies. Start speaking to people and applying as soon as you start the MBA.
Susan Friedell

**Contact:** sfriedell.imba2012@student.ie.edu  
**LinkedIn:** Susan Friedell  
**Country:** USA  
**Education:** BA in International Relations and Hispanic Studies, Brown University; MA in Spanish Language and Culture, Middlebury College  
**Professional background:** Language education and program coordination

**Internship**

**Company**  
Emzingo Group, Instituto APOYO

**Industry**  
Education, Consulting, NGO/non-profit

**Location**  
Lima, Peru

**Number of interns**  
2

**Pay and perks**  
Unpaid internship

**Length of internship**  
6 weeks in-country, 1 week of orientation in Madrid prior to departure

**Intern function**  
Project Consultant

**Securing the internship**

**What made you decide to pursue and choose this internship?**  
Post-MBA, I hope to pursue a career outside of education, so I felt it was important to experience something in a different sector (or at least primary function). I was eager to get some variety onto my CV and also put my MBA learnings to the test. On some level, I was also looking for a variation to the intense programming of the IMBA.

**What did you do in order to secure the internship?**  
I applied directly to Emzingo – and only Emzingo – because I liked the social emphasis as well as the idea of experiencing a new country and continent (in my case, Peru and South America). The application process consisted of cover letter and CV submission, a personal interview, and a group case study.

**Required Qualifications**  
Passion, eagerness to experience a new place, willingness to immerse yourself in a challenging and dynamic group experience in an emerging market. Emzingo is looking to create as diverse a group of participants as possible, so there are not specific requirements beyond what any currently enrolled IE student has.

**What working documents did you need?**  
None.

**On the Job**

**What were your main responsibilities? What did you do?**  
I was charged with seeking alternate sources of funding for projects. I re-scoped the project after identifying an institutional need to achieve sustainability and reduce dependence on outside donations. The bulk of my work was then focused on this – and I presented the organization with tools to reach this objective.

**What practical and hands on experience have you gained?**  
Technical skills (PowerPoint, presentation). Interpersonal skills (emotional intelligence, leadership). Self-advocacy and “selling” of ideas. Time management – only 6 weeks to produce real results!

**Did you have mentorship?**  
I had a supervisor at work. Emzingo offers all participants a mentor outside of the organization and a coach for personal development.

**Networking opportunities**  
Lima has one of the most active IE alumni networks; we had the chance to meet many graduates. Emzingo’s curriculum also includes sessions with professionals in fields related to our projects.

**Tip for your IE colleagues?**  
If you are interested in consulting/social business/non-profits (no need to be interested in all three!) and seek a unique experience, don’t hesitate to consider the Emzingo NexGen Fellowship!

Lianne Mary Mateo

**Contact:** lianne.mateo@gmail.com  
**LinkedIn:** Lianne Mary Mateo  
**Country:** Philippines  
**Education:** BFA Advertising Arts  
**Professional background:** Online Sales, SEM and Web Analytics at Google, Assistant Training Manager at IBM Global Processes

**Internship**

**Company**  
Ericsson

**Industry**  
Information & Communications Technology

**Location**  
Madrid, Spain

**Number of interns**  
3

**Pay and perks**  
€1150 per month

**Length of internship**  
10 weeks

**Intern function**  
Innovation Management Consultant

**Securing the internship**

**What made you decide to pursue and choose this internship?**  
Post-MBA, I hope to pursue a career outside of education, so I felt it was important to experience something in a different sector (or at least primary function). I was eager to get some variety onto my CV and also put my MBA learnings to the test. On some level, I was also looking for a variation to the intense programming of the IMBA.

**What did you do in order to secure the internship?**  
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**Required Qualifications**  
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**What working documents did you need?**  
None.

**On the Job**

**What were your main responsibilities? What did you do?**  
I was charged with seeking alternate sources of funding for projects. I re-scoped the project after identifying an institutional need to achieve sustainability and reduce dependence on outside donations. The bulk of my work was then focused on this – and I presented the organization with tools to reach this objective.

**What practical and hands on experience have you gained?**  
Technical skills (PowerPoint, presentation). Interpersonal skills (emotional intelligence, leadership). Self-advocacy and “selling” of ideas. Time management – only 6 weeks to produce real results!

**Did you have mentorship?**  
I had a supervisor at work. Emzingo offers all participants a mentor outside of the organization and a coach for personal development.

**Networking opportunities**  
I had a supervisor at work. Emzingo offers all participants a mentor outside of the organization and a coach for personal development.

**Tip for your IE colleagues?**  
If you are interested in consulting/social business/non-profits (no need to be interested in all three!) and seek a unique experience, don’t hesitate to consider the Emzingo NexGen Fellowship!