

# IE Student

Internship Guide

VOL 2



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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**LinkedIn:** Guy Kfir  
**Country:** Israel  
**Website:** [www.guy-kfir.com](http://www.guy-kfir.com)

**Professional background:**  
Key Account Manager / Technology Evangelist.

### Bernadette C. Aguirre



**Contact:** [bern\\_aguirre@yahoo.com](mailto: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

### 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.

## Internship

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

### 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

### 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.

## Internship

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

#### 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

## Internship

**Company** Rocket Internet GmbH  
**Industry** E-commerce  
**Location** Manila, Philippines  
**Number of interns** Approx. 20 interns (4 from IE)  
**Pay and perks** €1000 per month, flights, 1 week in a hotel, Blackberry  
**Length of internship** 12 weeks  
**Intern function** Entrepreneur in Residence, Sourcing

## 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.

**What practical and hands on experience have you gained?**  
That was my first experience in working in an international environment and I learned a lot about how to deal with people with different cultural backgrounds and working attitudes.

**Did you have mentorship?**  
No.

**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.

## Joanna Karlic



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

## Internship

**Company** Infosys  
**Industry** IT  
**Location** Hyderabad, India  
**Number of interns** Company-wide 100 (approx), Hyderabad 15, my team 1  
**Pay and perks** Pay at local salary level (~500EU / month), accommodation and transportation provided  
**Length of internship** 10 weeks  
**Intern function** Research Analyst

## 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?**  
Applied online. I then had two phone interviews.

**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

enterprise asset management systems to improve the firms' sustainability. I conducted research through online sources and through interviews with colleagues and industry experts. At the end of my internship, I presented my research findings to about 30 colleagues.

**What practical and hands on experience have you gained?**  
I learned a lot about what role IT systems can play in sustainability. I also learned about the industry in which I worked (IT consulting), as well as about the industries I was studying.

**Did you have mentorship?**  
Yes, during my internship I worked closely with my Project Mentor.

**Networking opportunities**  
Infosys held several events for interns; these included: a meeting with one of the chairmen of Infosys, a visit to the Microsoft campus in Hyderabad where we met several Microsoft leaders, and a visit to the Indian School of Business where we met professors and students. I also got to meet MBA students from various other European business schools who were also interning with Infosys.

**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.

## Amin Khairy



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

## Internship

<b>Company</b>	The World Bank
<b>Industry</b>	Economic Development
<b>Location</b>	Cairo
<b>Number of interns</b>	1 - Just me
<b>Pay and perks</b>	\$12 per hour
<b>Length of internship</b>	10 weeks
<b>Intern function</b>	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:**  
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**LinkedIn:** Santiago Restrepo Bernal  
**Country:** Colombia  
**Education:** BBA  
**Professional background:** Associate  
Consultant at Mercer

## Internship

<b>Company</b>	Johnson & Johnson Medical
<b>Industry</b>	Medical Devices
<b>Location</b>	Bogota, Colombia
<b>Number of interns</b>	5 from IE Business School worldwide
<b>Pay and perks</b>	Paid internship + other payments
<b>Length of internship</b>	12 weeks
<b>Intern function</b>	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.cardenasclark@gmail.com  
**LinkedIn:** Daniel Cardenas-Clark  
**Country:** Great Britain  
**Education:** BSc Business Administration  
**Professional background:** Human  
Resource Consulting in UK and Asia

## Internship

<b>Company</b>	Blackhive Corporation
<b>Industry</b>	Soft Commodity Trading
<b>Location</b>	Arkansas, USA
<b>Number of interns</b>	1
<b>Pay and perks</b>	\$1500 month plus perks
<b>Length of internship</b>	10 weeks
<b>Intern function</b>	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?

Founded the IE Agribusiness Club, conducted business with other students to gain some minimal experience in the industry to add to my CV and have something to talk about in interviews.

Applied to so many companies that I lost count.

I was very lucky that one of my good friends in the course had a contact at Blackhive and introduced me. After two interviews I was offered the internship.

### 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?

Learnt a new industry (soft commodity market) and now have the experience that will help me land a job after graduation. Financial modeling. How to evaluate potential business opportunities and build a case around it. How to structure and sell a proposition internally.

### Did you have mentorship? No.

### 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

<b>Company</b>	Emzingo Group, Instituto APOYO
<b>Industry</b>	Education, Consulting, NGO/non-profit
<b>Location</b>	Lima, Peru
<b>Number of interns</b>	2
<b>Pay and perks</b>	Unpaid internship
<b>Length of internship</b>	6 weeks in-country, 1 week of orientation in Madrid prior to departure
<b>Intern function</b>	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

<b>Company</b>	Ericsson
<b>Industry</b>	Information & Communications Technology
<b>Location</b>	Madrid, Spain
<b>Number of interns</b>	3
<b>Pay and perks</b>	€1150 per month
<b>Length of internship</b>	10 weeks
<b>Intern function</b>	Innovation Management Consultant

## Securing the internship

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

The internship role at Ericsson entailed developing and pitching a business plan for one of its technologies. I pursued this internship because I’ve always had doubts whether I would be able to take the leap of faith and become a full-time entrepreneur someday. The internship was a unique opportunity for me to reconcile my conflicting career aspirations and become an “intrapreneur” within a technology company.

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

Ericsson announced the internship opportunity through IE’s Career Management Center. I submitted my CV through the CMC and was shortlisted for an interview. Fortunately, I was selected as one of the three summer associates.

### Required Qualifications

The team was looking for a candidate with a passion for innovation and strong interest in telecommunications from a project, business and innovation management perspective. They wanted a consultant who can work within a cross-functional team that operationally integrates different functions such as strategy, marketing, business innovation, engagement, account management and partnership.

### What working documents did you need?

Not applicable. The company is based in Madrid.

## On the Job

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

I had three main tasks to accomplish: (1) develop a business model and a business plan for the technology (2) pitch and present the business plan to internal and external stakeholders and (3) be involved in the first stages of implementation.

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

I was able to apply the business modeling tools, forecasting and project valuation methods that I learned in my MBA in developing the business plan. I also learned how to customize my pitch and handle pushbacks from various stakeholders.

### Did you have mentorship?

I was lucky to have the Head of Technology and Innovation as my mentor. Not only did he share his industry expertise, but he also imparted meaningful leadership insights.

### Networking opportunities

I met high profile individuals during my internship, such as senior vice-presidents at Ericsson, the Municipality of Madrid’s Head of Technology, and the Innovation Manager of BBVA. The company also gave me the opportunity to attend the SAP Big Data forum, where I met several people from the ICT industry.

### Tip for your IE colleagues?

Be clear with your objectives and why you want to do an internship. Have a well-written CV. A customized cover letter always helps.



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