Empower Austria

powered by
AIESEC©

Partnership Proposal

About **AIESEC**

Empower Austria is a project powered by AIESEC, the largest youth-led organization in the world.

Who are we?

AIESEC is the largest youth-led organization in the world, facilitating professional and voluntary leadership opportunities for over 65 years. We develop youth in a global learning environment which consists of over 120 countries and territories.

Where are we in Austria?
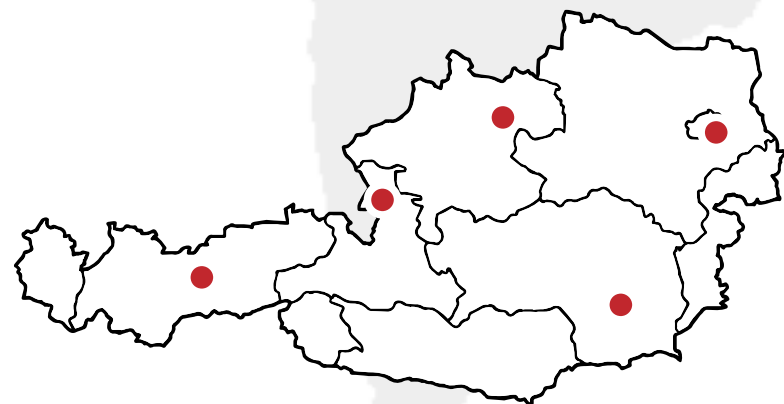
Vienna
Linz
Graz
Salzburg
Innsbruck

64 years of *sustainable* growth

50 projects PER YEAR

10 conferences PER YEAR

400 members

25 UNIVERSITIES • 30 PARTNERS

8 Local Chapters

Empower Austria

Empower Austria is a cross-cultural project, where young talents from diverse environments bring added value to startups in Austria with their entrepreneurial spirit.

Interns arrive
Jan/Feb 2018

Job descriptions run for
8-11 Weeks
+1 week preparation

Alongside
70 interns
in Austria

Simple and Affordable

AIESEC makes acquiring bright and fresh minds from around the world much easier than recruiting locally. Meet your short-term skill requirement by bringing in young talents from diverse backgrounds in an affordable way.

Enable Youth

Hire interns who are passionate to learn and contribute to your venture's purpose as much as you are. Enable a fulfilling experience for them as they keenly take on challenges that a startup workplace brings with it.

Boost Your Workplace

Tailored to the fast-paced and dynamic culture of today's world, Empower Austria gives you the opportunity to engage the next generation in your startup scene. By connecting you with high potential young people who are eager to explore, your workplace can evolve with an international edge.

Realize Together

Be part of this unique project that contributes to the development of the start up scene in Austria with the help of people from diverse backgrounds and the same entrepreneurial drive. Expand your network through regular events, where you will have the opportunity to connect with start ups and youth that are part of Empower Austria.

Profiles

To minimize training and integration efforts in your team, startups choose from four specific job descriptions for their interns, which directly address tasks that startups typically need to complete.

Ages: 20-28

Backgrounds: Undergraduates or recent graduates in Marketing, BA, Sales

Languages: English, Portuguese, Spanish, Russian

Intern's Tasks

Internationalization	Marketing & Positioning	Sales & Prospection	Business & Management
External research on trends and international market analysis for the focused sector	Generate an analysis of the current situation and ideal state of your start-up, regarding marketing and market positioning	Define the target market for the start-up's product with sales planning for the project – if necessary, plan strategies for CRM development	Develop a SWOT analysis about the start-up, mapping the main gaps on terms of business and management inside the organization
Research of sectors for partners/ strategic alliances and competitor analysis based on key success factors	Develop a three months implementation project in terms of the issues detected and strategic direction of the start-up	Market research of new clients segmentation opportunity and prospection of strategic alliances – if necessary, research about CRM models for start-ups	Analyze the current and ideal state of the startup in terms of strategic planning, product development, finance projecting and HR plan
Marketing mix definition for international market	Develop new channels and communication strategies to increase the start-up's market reach	Definition of new leads and sales plan with selling, attraction and partnership retention strategies, implementation of CRM model	Planning development of main needs from the start-up in terms of company administration and support for managers
Translation of international marketing materials for strategies	Implement the marketing and positioning operation plan for the start-up focus	Implement selling routine and clients acquisition for company-CRM testing and feedback	Implementation of the plan with short feedback periods and measurement evaluations
Report from project and operational plan for internationalization and sales implementation.	Report from project and operational plan development for positioning and marketing for long-term implementation.	Report from project and operational plan development for 1 semester implementation with CRM definition.	Report from project and operatonal plan development for one semester with clear KPIs.

IT Profiles
Paid, 3-18 months

These are the longer, paid internships, through the AIESEC Global Talent product. The period for these programs are between 3 and 18 months. Compared to the other profiles, the IT interns are also receiving salary from the Start-up.

Ages: 20-28

Backgrounds: Undergraduates or recent graduates in Computer Sciences

Software Developer

• Responsible for Information Management. Extracting and searching digital data, analyzing it and present it to the company in a meaningful context
• Testing and documentation of new software to learn about its real time behavior
• Improving the security of existing and new software
• Developing software, for example addons or embedded systems for customers but also improve and optimize them and existing software
Intern's Profile
• IT Skills: a) C#, C/C++, .NET, UNIX, SQL, OOP, Git or b) Java, J2EE, UNIX, SQL, OOP, Git
• Soft skills: Project Management, Analytic Vision, Implementation Capacity, Teamwork
• Language: English (fluent)

Backend Developer

• Develop Logical back-end and core computational logic of a website, software or information system such as ecommerce
• Developing of administration backend
• Responsible for the management and security of websites
• Optimization of the test infrastructure
Intern's Profile
• IT Skills: a) Java, J2EE, SQL, OOP, Git or b) .NET, SQL, OOP, Git
• Soft skills: Project Management, Analytic Vision, Implementation Capacity, Teamwork
• Language: English (fluent)

Frontend Developer

• Working in a Web development/design project
• Improving and optimizing Web platform
• Creating Web Apps
• Developing Interfaces so the customers can interact with it (for websites)
Intern's Profile
• IT Skills: PHP, HTML, CSS3, JavaScript, AngularJS, Node.js, SQL, jQuery, OOP, Git
• Soft skills: Project Management, Analytic Vision, Implementation Capacity, Teamwork
• Language: English (fluent)

Mobile Application Developer

• Working in a Web development/design project
• Improving and optimizing Web platform
• Creating Web Apps
• Developing Interfaces so the customers can interact with it (for websites)
Intern's Profile
• IT Skills: Java (Android), HTML, SQL, MongoDB, Node.js, JavaScript, C/Objective C/ Swift (iOS), OOP, Git
• Soft skills: Project Management, Analytic Vision, Implementation Capacity, Teamwork
• Language: English (fluent)

Timeline

Empower Austria interns will be arriving in the beginning of January and will be undergoing a comprehensive preparation phase, facilitated in cooperation with our partners, before they start working in your teams.

January - March **Project Timeframe**

January 8th-11th **Arrival**

January 12th-13th **Incoming Preparation Seminar**

January 18th **First Day of Work**

End of March **Closing Event**

End of March **Last Day of Work**

SIGN UP FOR THE PROJECT

PREPARATION

SEP   OCT   NOV   DEC   JAN   FEB   MAR   APR

SELECTION PROCESS

10-Day Selection

REALIZATION OF THE PROJECT

Pricing

Our cost structures are based on an acurate awareness of the financial challenges start-ups face. To provide maximum flexibility, our pricing consists of two components.

1 Service Fee

300 € *per intern.*

1 IT Profiles

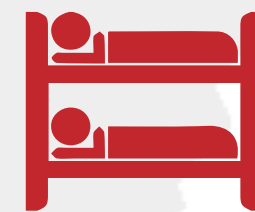500 € *+Salary per intern.*

2 Accommodation

Either,

0 €

If intern's accommodation can be arranged by start-up.

Or,

100 € *per intern per week.*

For low-cost accommodation arranged by AIESEC.

*for the IT Profiles, the accommodation is to be covered by the intern from the intern's salary.

10-day Selection

To keep our process fast and efficient, we will present a shortlist within a few days from opening applications, and complete the final selection within ten days in total

Day 1 - 7   **Day 7**   **Day 8 - 10**   **Day 10**   *

PROMOTING OPPORTUNITY

After uploading your opportunity on our online portal, we will promote it through various channels and candidates will apply.

SHORTLIST

Once we receive applications we will proceed to pre-screen the candidates based on their CV. If their profile corresponds to needs of your start-up, AIESEC will arrange a Skype interview with the candidate.

FURTHER SELECTION

AIESEC is responsible to carry out interviews with the candidates and assess if they are suitable for the Empower Austria project and, more specifically, to your start-up. The questions can be done in collaboration with your start-up and you can have a short review of the interviews afterwards.

FINAL DECISION

We will provide you with a priority list of the candidates, with short reviews and CVs from the most suitable. Final decision is to be done by the start-up in maximum 5 working days.

*If opportunities are more specific, the selection process can take longer

Julia Newland

Head of External Relations – *AIESEC in Austria*

julia.newland@aiesec.net

+43 660 1238343

Empower Austria