

Company	Country	Activities to Be Carried Out	Position held by tutor
AMEC	Spain	Receive, manage and follow up on companies' queries. Monitor provision of the international advice service through partners. Prepare specific sessions for companies embarking on exporting: PROGRAMA SIEX. Follow companies taking part in PROGRAMA SIEX and PROGRAMA EXPORTA, part of ACCIÓ. Work collaboratively to carry out activities following on from initiation programmes where AMEC is present: Exportar para Crecer and Plan Exporta 2.0. Carry out and assess monitoring of levels of satisfaction with the activities carried out. Channel companies' demands towards the exterior network. Identify demand and distribute it to the corresponding partners. Monitor administration and service payment. Carry out and assess monitoring of service satisfaction.	Deputy General Manager
Calzedonia	Spain	Training in POS service (1 month). Manage commercial parameters, product management, personnel management. District manager phase (1 month). Warehouse management, support commercial events. Financial statements.	Specialist Trainer
Barcelona Chamber of Commerce	Spain	Organise seminars and sessions. Company consultancies and visits. BCD database management. Carry out tasks to search for international markets.	Director of International Department
Cobapharma	Spain	Commercial support. Logistics support and follow-up. Purchasing support and follow-up.	General Director
COFME	Spain	SWOT analysis to market products and services for the group of countries in: 1) West Africa, 2) Southeast Asia, 3) North Africa and the Mediterranean, and 4) Middle East. Prepare marketing strategy. Search for and locate different market players to take part in the marketing process. Work collaboratively with management to prepare commercial actions and prospecting.	Managing Director
Council of Chambers of Trade, Industry and Navigation	Spain	Find out about the different stages of internationalisation and handle the different programmes. Diagnosis: prepare an international diagnosis. Learn about real-life companies embarking on international trade. Work with real-life companies. International Promotion Plan. Methodology for selecting and prioritising international markets.	Head of International
Deutsche Bank	Spain	Work collaboratively to handle queries related to documentary operations for overseas trade and related products: import credits, export credits, import collections, export shipments, international factoring and confirming. Tasks include learning how to use internal systems and applications to search for information as work tools for solving issues related to everyday operations.	Assistant Vice-President

<b>Henkel</b>	Spain	Analyse the market and the impact of actions by the brand and the competition. Support process follow-up: activate new references, activate promotions, develop designs. Prepare promotional material: showcases, folders, posters. Daily monitoring of the brand and actions. Prepare materials for brand projects, market studies, mockups. Support monthly analysis of the brand's P&L account and compare with forecasts, sales and profitability, cost control, advertising budgets.	Junior Brand Manager
<b>Inoxcrom</b>	Spain	Research potentially interesting international markets for the company and build a database with the contacts identified in each one. Support the export managers in charge of a specific geographical area. Prepare and send out samples. Manage and organise documentation and information on customers and/or shipments. Resolve queries and manage complaints. Help organise industry trade fairs.	Export Area Manager
<b>KPMG (AUDITORIA)</b>	Spain	Complement the theoretical knowledge acquired at university and put it into practice by carrying out tasks in the Auditing Division at KPMG, including: 1) help manage documents and information, 2) work collaboratively on searching for and analysing information and documentation, 3) work collaboratively on archiving documents, 4) help present and manage documents, 5) work collaboratively on drawing up and filling in documents and reports, among others. All such tasks to be carried out under the supervision and orientation of the designated tutor at KPMG Auditores, S.L.	Senior Manager
<b>La Vanguardia</b>	Spain	Manage communication activities, organise events. Negotiate business sponsorships. Prepare projects and budgets.	Director of Communication and Sponsorship
<b>MANGO</b>	Spain	In order to maintain our unique image, work to create the necessary information on each product to sell online. Main tasks include supporting the Head of Online Merchandising to create contents for selling store collections online internationally for all Mango lines, as well as creating content for fashion editorials covering the latest trends and carrying out benchmarking studies. Work collaboratively to choose the most appropriate product image for the online store and to create the total look in photo sessions. Reference items in online catalogues and lookbooks by checking models and colours and support visual arrangement of online items by trend or atmosphere.	Head of Online Merchandising Team
<b>MANGO</b>	Spain	Prepare, interpret and analyse rankings and reports on the situation in different stores. Solve distribution-related issues. Manage restocking. Define the profile of each store.	Head of GDP Department (French-speaking area)
<b>Oysho</b>	Spain	Analyse sales. Communicate with sales network. Forecast sales. Manage product. Implement promotions.	Product Manager

<b>Pastas Gallo</b>	Spain	Work collaboratively to prepare market studies and create promotional tools for international markets.	International Commercial Director
<b>PepsiCo</b>	Spain	Build solid analytical foundations to understand the mass consumption sector. Understand consumer behaviour, carry out market analysis by category and channel, and identify opportunities for our brands and products. Analyse performance by product, channel and subchannel to update strategies and levers for making a greater impact on promotional campaigns and sales. Understand the channel's competitive environment (price, size, scope, etc.). Use tools such as Nielsen (scan data), KWP (IH & impulse panel data) and Discoverer (internal sales). Prepare internal reports on market and consumer behaviour. Presentations and analytical skills.	Revenue Management Manager
<b>PIMEC</b>	Spain	Support export managers in SME internationalisation projects and help organise conferences, meetings and seminars on internationalisation. Work collaboratively to prepare international strategies for companies doing different activities in different industries. Play a part in international market research and search for, make contact with and manage potential international customers.	Director of International Department
<b>Punto Blanco</b>	Spain	Search for and make contact with potential distributors and agents. Follow up customers and orders. Product logistics and possibly spending several days or a week in the warehouse where goods are received and issued. Support management in stores and franchises. Work in e-commerce, which we are breaking into. Support the administrative process and export management.	Head of Exports
<b>SEDATEX</b>	Spain	Manage, introduce and follow up orders of sale for a defined customer portfolio. Support sales visits to certain customers. Manage customer financial risk. Report export shipments. Analyse/document the pre-sale samples circuit. Analyse/design systems for receiving orders via the web portal. Analyse/design communication/marketing channels on social media.	Director of Organisation and Information Systems