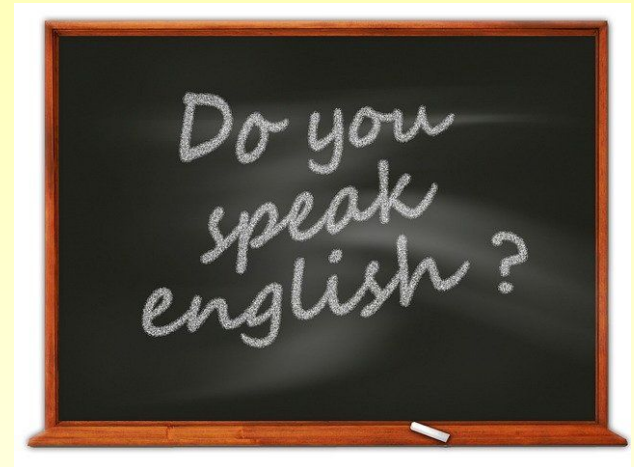


LA RICERCA DELLO STAGE ALL'ESTERO
Incontri di orientamento dedicati a studenti e neolaureati
dell'Università degli Studi di Milano

Traineeship
in Europa
with English



relatore

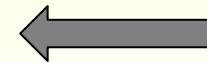
Bernd Faas

In collaborazione con il COSP - Ufficio
Orientamento Post-Laurea e Placement
Università degli Studi di Milano

Initial considerations

- Fluency in English = Competitiveness of economy and of me
- Traineeship = adequate language level (at least B2+)
- Employment = C1
- Competition not only from Europe but worldwide
- United Kingdom: almost closed with Brexit
- Application according to anglo-Saxon standard
- Application 3-6 months in advance

Realism



**Hard times for
politics and
economy
=
more
difficulties for
Traineeship**

Objective of Internship (Traineeship)

- ❖ Applying/verifying OWN knowledge
 - ❖ Learning THEIR innovation
 - ❖ Finding thesis topic
 - ❖ Passing language exam
 - ❖ Company reference
 - ❖ Creating a professional network
- ❖ Getting to know the country's culture
 - ❖ Living independently
 - ❖

**Search for
company
according to
defined
objectives**

Offer

**Student
Internship**

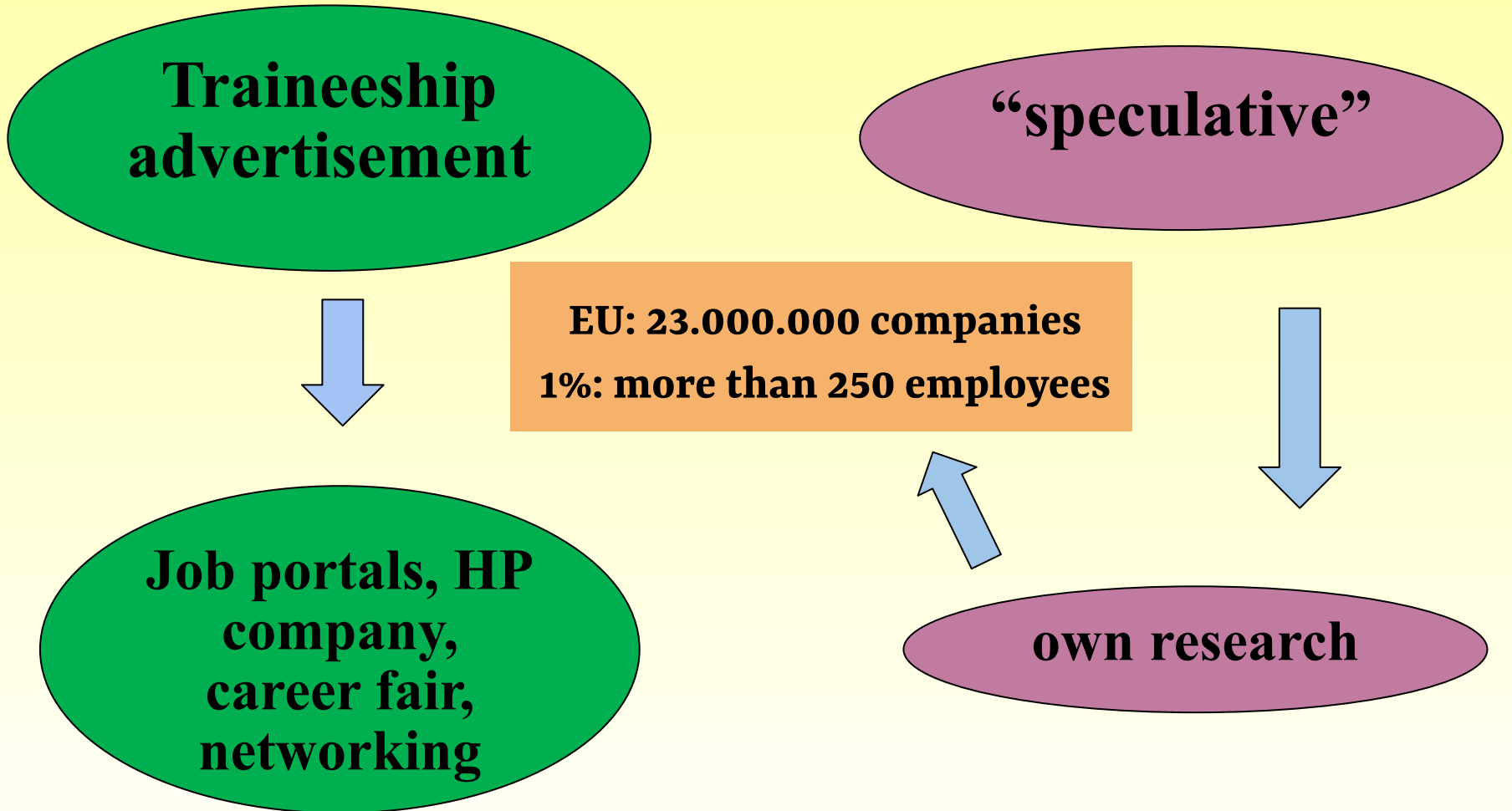
**during the year
or Summer
Intern, 1-3
months,
paid yes/no**

**Step towards
a career with
international
context
(in Italy or
abroad)**

**Graduate
Internship**

**up to 12
months, paid**

Apply process



Multinational company

operates
across
national
borders

**English
for
communication
and
coordination
with 'external'
and 'internal'
units**

produces in
several
countries with
autonomous
entities

headquarters in
country of origin
or various
continents

multinational
employees in
headquarter

Search: Multinational companies

Top 10 delle aziende europei 2022/23

#	Azienda	Settore	Fatturato (in mrd. US-\$)
1	Shell	Oil & Gas	386,2
2	Trafigura	Materie prime	318,5
3	Volkswagen Gruppe	Automotive	293,7
4	Uniper	Energia	288,3
5	TotalEnergies	Oil & Gas	263,3
6	Glencore	Materie prime	256,0
7	BP	Oil & Gas	248,9
8	Stellantis	Automotive	188,9
9	Gazprom	Oil & Gas	167,8
10	Mercedes-Benz	Automotive	157,8

Top 10 Spagna

#	Azienda
1	Banco Santander
2	Repsol
3	Telefonica
4	Idrorola
5	BBVA
6	Grupo ACS
7	Inditex
8	Naturgy Energy Group
9	Mapfre
10	CaixaBank

Top 10 Fashion Europa

#	Azienda
1	Inditex
2	H&M
3	Primark
4	LVMH
5	C&A
6	Marks&Spencer
7	Next
8	JD Sports
9	Calzedonia
10	Arcadia

Search: Company with English

Characteristics

- International orientation
- Medium-large sized companies
- Qualified tutor
- Minimum: 3 months during the year
- Summer Internship: selection by February-March
- Application: 3 to 6 months in advance
- Reimbursement according to academic course - economic sector - company size
- Graduates: Graduate Internship / Programme
- Internship as probationary period to employment

International bank Dublin

Engineering consulting Oslo

Trade fair Budapest

Europlanning Valencia

Intern. Organization Lisbon

Headquarter Amsterdam

Twinning office Cracovia

Refugee legal advice Malta

Biotechnology research Monaco

Tour Operator Prague

Startup Mobility Copenhagen

Health Management Paris

Search: Trade exchange

example: Italy - Scandinavia

Nordic Noir

Sjöwall/Wahlöö
Henning Mankell
Hakan Nesser
Liza Marklund
Stieg Larsson
Camilla Läckberg
Arne Dahl
Jo Nesbø
Jussi Adler-Olson
Peter Høeg

TV

Wallander
Omicidi a Sandhamn
Beck
100 Code
Beforeigners
The Killing
The Bridge
Trapped
Hamilton
Califfato

Agrofood

IT export to SE:

frutta - pasta - sughi
- pizza - formaggi -
bio - cibi pronti -
salumi - vino -
grappa

IT import from SE:

birra - baccalà -
silvicoltura - erbe -
cereali

**Application to
GDO in Sweden**
ICA, Coop Willys,
Systembolaget, Rema
1000, SuperBrugsen,
Fakta

Producers

speculative application to:

**Publishing houses, literary agents,
film production companies**

**analysing trade
between Italy and the
searched country**

Search: level of knowledge

example: Hidden Champions

3B Scientific (anatomical teaching aids)
ARCITECTA (data management platform)
ARRI (cinema cameras)
Belfor (removal of fire and water damages)
Bobcat Company (farm and construction equipment)
Brainlab (medical software and hardware)
Corticeira Amorim (cork products)
De La Rue (security printing, papermaking and cash handling systems)
DELO Industrie Klebstoffe (adhesives for chip cards)

https://en.wikipedia.org/wiki/Hidden_champions

Baden Württemberg: revenue more than 1 mrd
Materie plastiche: Röchling SE & Co. KG, Mannheim
Automotive: Friedrich Boysen GmbH & Co. KG, Altensteig
Sensori 4.0: Sick AG, Waldkirch
Presse: Schuler AG, Göppingen
Vernice: Sto SE & Co. KGaA Stühlingen

Synonym for growing companies

Revenue: 1 to 50 mln
Employees: 10 to 499

Unknown

Highly specialized

Great innovation potential

Often family-run

Search: capitals

example: **Vienna**

2020: 218 new foreign companies with 263 mln investment and 1,718 jobs

40% of companies managed by entrepreneurs with a migration background

Austria: every 5th worker is not Austrian

Italians in Vienna 2024:
14.679
6.361 (M) 5.052 (F)

HeadquarterCity: 200 aziende
KnowledgeCity: (190.000 studenti, 46.000 ricercatori)
CongressCity: 5490 (2019)
DiverCity: 45% dei residenti ha background migratorio
VIC: 20 organizzazioni ONU

Quality of life:
1 o 2 posto al mondo

www.wien.gv.at

Gateway to Balkan and south-east European countries

Trade IT-AT: the 2 most important trading partners

Tourists in Vienna 2023:
8 mln

Restaurants 2023: 119

Gelaterie a Vienna 2024: 159

More “international” cities

Amsterdam (Headquarter) - **Rotterdam** (port)

Geneve (UN) - **Basilea** (multinationals) - **Zurich** (banks-insurance)

Frankfort (banks) - **Bonn** (UN) - **Stuttgart** (automotive)

Salzburg (Music)

Nizza (research) - **Toulouse** (aerospace) - **Lyon** (security)

Riga (startup)

Barcelone (tourism - door to Latin America)

Göteborg (automotive) - **Stockholm** (startup)

.....

.. and of course
**the capital
cities**

Search: world of research

- Access to the culture of the host country/language courses
- Accommodation
- Banking
- Career Development
- Day care, schooling & family related issues
- Departure conditions/formalities
- Entry conditions/visas
- Health insurance
- Medical care
- Pension rights
- Work permit

euraxess.ec.europa.eu

85 Career Development centres

Aarhus University
Alpen-Adria-Universität Klagenfurt
Association Bernard Gregory (Paris)
Ass.of Hung. Women in Science (Budapest)
Blekinge Institute of Technology (Svezia)
Freie Universität Berlin
Fundació C.de Regulació Genómica (Barcelona)
Hasselt University (Belgio)

.....

Agriculture
www.fisaonline.de

National CNR
www.cnrs.fr
www.mpg.de
www.naturalsciences.be
www.csic.es

European body
erc.europa.eu

Search: International student association

Traineeship programs

www.aiesec.org

various studies

Intern
with
AIESEC

www.elsa.org

law

ELSA
Traineeships

www.iaeste.org

engineering

Explore
Internships

www.best.eu.org

technology

www.ifmsa.org

medicine

Search: Third sector

example: **Foundation - Charity**

**European Charitable
Foundations: 148.000**

**Operating on national
and international level**

International staff

Social inclusion - democracy - international
development

www.efc.be

European Foundation Centre
236 MEMBERS AND AFFILIATED PARTNERS

Donors and Foundations
Networks in Europe (Dafne)
<https://dafne-online.eu>

Artificial Intelligence

Fondation Botnar (CH)
Volkswagen Foundation (DE)
Cloudera Foundation (USA)
Wadhvani Foundation (IND)
Skoll Foundation (USA)

Top Ten FOUNDATION

Stichting INGKA Foundation, Netherlands
Bill & Melinda Gates Foundation, USA
Wellcome Trust, UK
Howard Hughes Medical Institute, USA
Novo Nordisk S/A, Denmark
The MasterCard Foundation, Canada
Lilly Endowment, USA
Ford Foundation, USA
The Garfield Weston Foundation
Robert Wood Johnson Foundation

Key competences

- Capacity of problem – solving
- Self-management
- Capacity of communication
- Capacity of team working
- Language competence

**“certification”
via CV**

+ leadership

Search: country

example: Ireland

EUROPEAN HEADQUARTER

- Google (Dublin)
- Facebook (Dublin)
- Paypal (Dublin)
- Siebel - (Galway)
- Apple (Cork)
- Pfizer (Cork)
- Microsoft (Dublin)
- Yahoo (Dublin)
- eBay (Dublin)

AI Research Intern, Conduct empirical research, Statistics, Mathematics, Econometrics, Operations Research, Dublin

Investment Banking & Asset Management, 12-months Internship Progr., areas: Business, Accounting, Finance, Economics, Dublin

Economy

- high export rate (50% pharmaceuticals)
- important financial centre
- airlines (Ryanair, Aer Lingus, Cityjet)
- food industry (leader in supplements and flavourings)
- tourism: 6,6 mln arrivals from abroad (2024)

<https://gradireland.com>
www.irishjobs.ie
www.linkedin.com
<https://ie.indeed.com>

Search: Scandinavia

Renewable energy (DK, S, N, IS)

Gas, petrolio e mines (N, DK, S)

Wood and paper (S,SF)

High-tech (S, SF)

Research

Machinery and automotive (DK, S, SF)

Agriculture, fishing (DK, N, IS) and aquaculture

Defense (S)

Tourism (DK, S, IS)

Start-up
Stoccolma, Helsinki

Service: 70%
Industry: 26%
Agriculture: 4%

Revenue over 5 mrd

S: Volvo - Ericsson -
H&M - Electrolux -
Kinnevik - Scania -
Husqvarna - IKEA

N: Statoil - Norsk
Hydro
Hurtigruten - Statens
pensjonsfond

DK: Moller-Maersk -
Vestas - Carlsberg -
Lego

SF: Nokia - Sampo -
Stora Enso - Kone

Traineeship offers: Scandinavia

People Operation (m/f/d), Stockholm

TIER Mobility is Europe's leading provider of micro-mobility, with a mission to change mobility for good. Assisting in the day- to day hr topics and local labor law matters

PR&Showroom Intern, Stockholm

Business Studies and/or Management Science, Communication, 3-6 months, unpaid

Social Media Intern, Oslo

Aker BioMarine is a leading biotechnology company. From July for 2 or more months

Production Intern, Copenhagen

NYNNE is a small brand for modern luxury womenswear.

www.linkedin.com

Summer Internship

- Good acad. performance
- 1-2 years left of your education (3rd or 4th year master's student)
- Technical, financial or admin. background
- Good collaboration and communication skills
- Part-time jobs and / or volunteer work are an advantage

www.hydro.com

Search: Cyprus

Service: 86,8%
Industry: 11%
Agriculture: 2%

Population: 1,25 mln
Tourists: 4 mln (2024)

Greek - english
(russian)

Placements in luxury hotels in Limassol, Protaras, Ayia Napa, Paphos.
Good English (upper-intermediate or above) for F&B and Reception/**Management**, intermediate for the rest of positions.

Internships are a great opportunity for students and recent graduates to acquire direct exposure to UNDP's work.

www.undp.org/careers

banche
Hellenic, **Bank** of Cyprus, RCB, Alpha, Ancoria, Astro, Cyprus Cooperative, Cyprus Development, Eurobank Cyprus, Housing Finance Corporation, National **Bank** of Greece, USB, Societe Generale

Language degree -
www.iagora.com

Mobility agency
<https://internship-workabroad.com>
<https://europe-internship.com>

home of 50
compagnie di navigazione

Other destinations

Malta: tourism, shipbuilding, services, (electronics, pharmaceuticals) **financial industry**

Estonia: digitalisation (Skype,), more start-ups per capita than Silicon Valley

Hungary: tourism, museums - culture, agribusiness, automotive

**identify
the right
solution
according
to
objectives**

Organizzazioni Internazionali

EU Commission
ECB Francoforte
ESA Maastricht
EPO Monaco
WHO Paris

ONG

Greenpeace
Europa Nostra
Caritas
UEFA
UEAPME

Internship in English - websites

Internship - work experience con offerte da 4 settimane a 12 mesi

- <https://stage4eu.it>
- <https://erasmusintern.org/traineeship>
- www.eurobruxelles.com
- www.step.org.uk
- <https://targetjobs.co.uk/internships>
- www.milkround.com

<https://de.indeed.com/English-Speaking-Internship-Jobs> (DE)

<https://berlinstartupjobs.com/internships>

www.iagora.com/work/en/jobs-and-internships/for-english-speakers (UE)

www.student.be (BE)

www.jobsinhelsinki.com (SF)

<https://poland.xpatjobs.com> (PL)

keywords for search

Internship english speaking - Budapest

Virtual internships

- application as for in-presence activities
- also part time
- project work / video tutorials
- one contact person as mentor and instructor
- duration between 1 and 3 months
- most without remuneration

advantages: flexibility - discipline to meet results and deadlines - improve technical skills - NO VISA

settori principali
business e consultancy
contabilità
banche
assicurazioni
IT
ambito legale
marketing
retail

CANNOT replace
in-presence internship

Mobility agency

- selection of the intern similar to that of the worker
- usually paid service (from 400 Euro)
- paid (long commitment 6-12 months) or unpaid (period of a few months)

UE <https://europe-internship.com>

**EIRE www.europeanmovement.ie
<https://internshipsireland.com>**

PT www.internships-portugal.com

**UK www.inspiringinterns.com
<http://internship-uk.com>**

FUNDING

- remuneration from company
- benefits from company
- public scholarships (Erasmus+, MIUR, ESF,)
- grants from foundations (e.g. banks), chambers of commerce, companies
- own funds (also necessary in case of grant)

Next appointment

Lo stage in Germania

Martedì 20 marzo 2025, ore 14.30-15.30

A cura di BERND FAAS

Eurocultura

Good luck!

Bernd Faas

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www.eurocultura.it

