

Portfolio

AIIESEC IN SOFIA UNIVERSITY/
FACULTY OF ECONOMICS AND
BUSINESS ADMINISTRATION SU

powered by



Global
Talent

AIESEC in Sofia University and The Career Center in FEBA present a portfolio of international internships selected for the students of the Faculty of Economics. The campaign, launched in November 2020, aims to support the professional development of students and alumni of the faculty and is part of a long-standing partnership between the two institutions.

AIESEC is a global platform for young people to develop their leadership potential through international internships and volunteer opportunities. Founded in 1948, AIESEC is a non-governmental, and not-for-profit organization entirely run by youth for youth.

powered by



Business Expansion



Tempus Trans



Vilnius, Lithuania



Business administration



UAB Tempus Trans is a company providing efficient transport and logistics services. Launched in 2006 as a freight forwarding company, Tempus Trans has grown into a group of companies capable of offering customers a comprehensive range of high-quality logistics services.

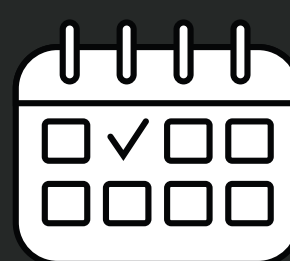
Main responsibilities:

- Market analysis in the Bulgarian logistics sector;
- Search for potential customers/partners, creation of a database;
- Development/adaptation of sales material for the Bulgarian market;
- Contacting and maintaining relationships with existing/future clients or partners;
- Active B2B sales;
- Search for new development opportunities.



Salary

700 USD/ month



Duration

26 Jan, 2021 - 27 Apr, 2021

powered by



Sales Representative



Lanosus UAB



Vilnius, Lithuania



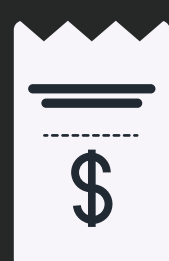
Sales



Lanosus Ltd. is the Baltic leading provider of integrated solutions for production in the woodworking and metalworking industries. We offer perfectly coordinated solutions, from individual machines right up to complete production lines, across the key markets. Our products are used to create high-quality products. The wide range of services we provide in relation to our machines and systems, together with the corresponding control software, makes our offering unique.

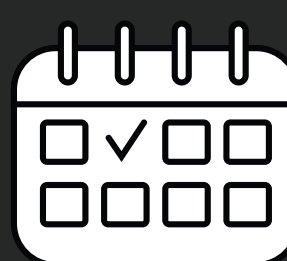
Main responsibilities:

- Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factorsИзпраща поръчки, като се позовава на ценоразписи и продуктова литература.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, and merchandising techniques
- Recommends changes in products, service, and policy by evaluating results and competitive developments



Salary

800EUR/ month



Duration

15 Feb, 2021 - 13 Feb, 2022

powered by



Global HR Coordinator



ALFA LAVAL



Centrala staden, Sweden



Human Resources



Alfa Laval create better everyday conditions for people. We do this by contributing to a more sustainable future through engineering innovation. We love what we do and we're good at it. But now we want to be even better! We're looking for a passionate person to join our Talent Management & People Development Team.

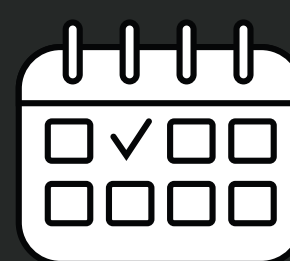
Main responsibilities:

- Support with implementing a new tool and process for our employee engagement survey
- Administration and coordination of corporate learning programmes
- Update and redesign our pages on the global intranet
- Support the organization in various HR related IT-systems
- Support activities in the implementation of our Diversity & Inclusion strategy



Salary

22000SEK/ month



Duration

1 Jan, 2021 - 28 Feb, 2022

powered by



Business Development



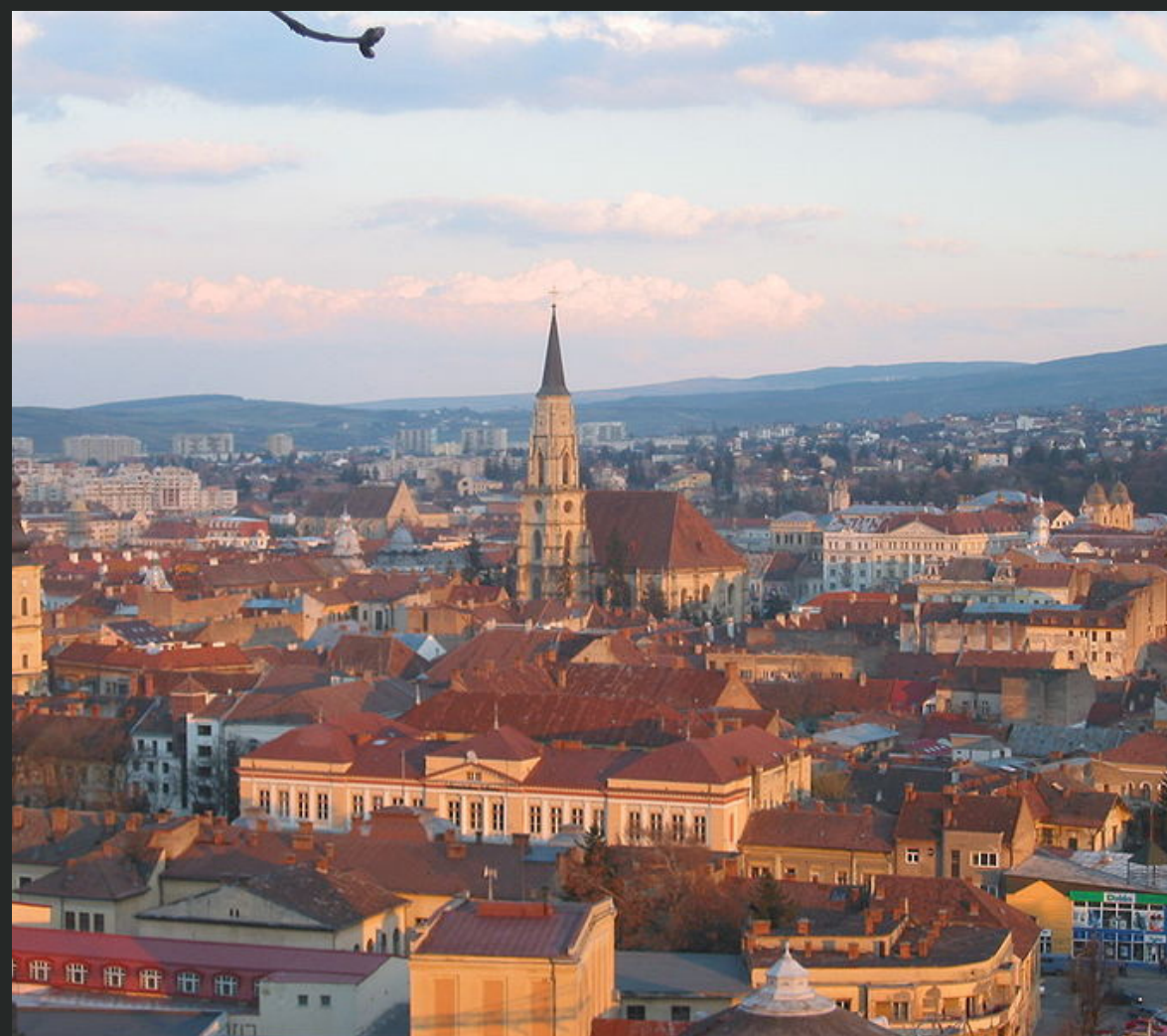
CodexWorks Technologies



Cluj-Napoca, Romania



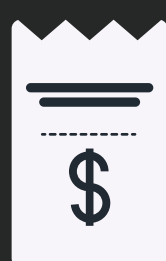
Business administration



We are a small company with big ambitions. Currently offering IT services in web applications development, Microsoft Dynamics AX and Microsoft CRM.

Main responsibilities:

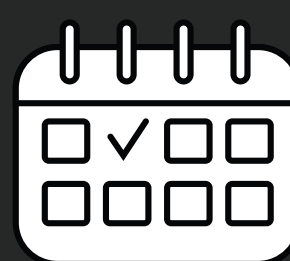
- Establish and maintain relationship with all business partners
- Define target markets for the Start-up products, develop a sales planning (inbound and outbound)
- Identify potential and suitable business partners to collaborate with
- Manage business accounts and create attractive partnership packages
- Prospecting company partners and follow-up
- Work with inbound marketing to cultivate customer/prospect relationship
- Work to generate and evolve LEADs inside the sales funnel
- Strengthening of partnership pipelines



Salary

Unpaid

(Accommodation is provided and covered)



Duration

1 Mar, 2021 - 28 Apr, 2021

powered by



You can find more information about these and other opportunities on aiesec.org

Contacts:



Lachezar Markov - Vice-President
Outgoing Exchange

email: lachezar.markov@aiesec.net
phone: +359 890111125



Denitsa Urumova - Team Leader
Outgoing Exchange

email: denitsa.urumova2@aiesec.net

Follow us on Instagram: [@aiesecbulgaria](https://www.instagram.com/aiesecbulgaria)
and Facebook: facebook.com/aiesec.bg

powered by

