

Rowan University is proud to offer internships abroad starting summer 2018 in Valencia, Spain! This eight-week program is designed for students seeking to gain real-world experiences in an international setting. The program is worth 6 credits and designed for Rowan students in all majors.

Students will have the opportunity to identify their top choices (companies are listed below in red) and work with Rowan's Education Abroad Coordinator, Laura Kahler, to determine the company that most closely aligns with their major and career aspirations. This process is two-fold as the employer will also need to agree to host the student intern.

Hotel Neptuno

Contact: Marina Corbacho, Co-Director

The Hotel Neptuno is a small hotel located on the beach "Las Arenas" in Valencia City. The hotel has 50 rooms in total, some of them facing at the Mediterranean Sea. We have also a restaurant called "El Tridente". The stages that we can offer for the students are: Front desk, revenue management, food and beverage management. In the front desk department they learn to check-in/out guests, customer service, back office tasks, and events management. In the restaurant, the students learn how a maître manages the restaurant service and providers. The revenue department manages all websites, closes and open availability, load information and photos in all extranets, and manages the rates online.

Level of Spanish: Intermediate to advanced

Villarreal CF (football team)

Contact: Juan Antón de Salas

Villarreal CF is a professional football club from the Spanish LaLiga, one of the world's top competitions. It currently ranks 3rd right after Real Madrid and FC Barcelona, competing with the best football clubs in the world every week. Villarreal has a young and thriving managerial structure. It is accomplishing huge milestones in terms of marketing and international expansion, especially considering this club is based in the small town of Vila-real, North of Valencia. Founded in 1923 it has achieved a name in the football world after the International Federation of Football History and Statistics ranked Villarreal CF on the top position in 2005, achieving the best club in the world status.

The main tasks and duties are all related to International Marketing and Branding of the club, joining us on the following projects:

- International expansion of the brand in the USA; International expansion of the brand in India; International expansion of the brand in China; brand presence in Spain, attendance to events; Digital development: own Apps; digital development: management of eSports pro team - sponsorship agreements: creation of campaigns, identification of opportunities.

Level of Spanish: No prior language experience needed (Spanish is a plus).

Museo d'Història de València

Contact: Javier López Caveró

Valencia History Museum (MhV) was created in agreement with the Commission of Government of the Valencia City Council on January 12, 2001. Its mission is to promote the history of the city, from the origins to present day, covering archaeological, artistic, and cultural heritage. The MhV is located in the

former city cistern that was built in 1850 by Ildefonso Cerdá and Leodegario Marchessaux. The building was designed by Calixto Santa Cruz and represents a beautiful example of the Valencian industrial architecture. It was the first engineering project in Valencia of the nineteenth century. The restoration maintains great respect for the architectural heritage. Therefore, we can currently enjoy a real site of beauty at the museum. The MhV aims to give visitors a rich visual idea of Valencian history and traditions in an entertaining way, while maintaining true to historical rigor. The MhV was awarded by the Diputación de Valencia as Cultural Project of the year 2003.

Job description: The intern will assist in writing museum information and documents in English, serving as the museum's contact responsible for articles written in English. The intern will also research and implement projects that the museum can have during the stay of the intern.

Level of Spanish: Beginner

NGOs "Red Fuerza Activa": Ilewasi

Contacts: Pere, Mari Paz Ramos

Red Fuerza Activa

Projects related to Human Rights:

ILÊWASI began its journey as a volunteer organization since its birth as an association in 2009. ILÊWASI arises from the need of several technicians from different NGOs to work more with in-depth themes such as Interculturality, as its demands was increasing in most schools and high schools in the province of Castellón. At the same time, awareness of topics such as the Children Rights and networks of young people enjoying the adventure of volunteering were increasing. One of the premises of ILÊWASI is that volunteers can choose if they want to focus on:

- Human Rights and Intercultural Education (workshops at schools and high schools)
- Volunteering onsite and online: using Facebook and other social media platforms, or working with tools such as Trello and Dropbox.
- European Volunteering (IW is accredited as a coordinating organization, sending and receiving European Voluntary Service - Erasmus +)
- International volunteering (mainly in Colombia)

ILÊWASI has been awarded as the best volunteering internship by the University Jaume I (UJI) in 2010, is part of the Voluntariat Platform at the Valencian region (PVCV), and is part of UJI Voluntària, a volunteering program for university students where continuous training takes place. The organization has a great culture of volunteering with a technician and a coordinator specifically dedicated to this area.

Mybrana

Contact: Alejandro Ruiz García

MYBRANA is a CRAZY project. Are you crazy? If you are, this is the place to be. We will understand you better than anybody else. If you are not crazy but want to be, this is also the place to be. You will be converted and become a craziness master. We are a start-up formed by highly-prepared and motivated professionals who want to change the way of interacting with the world through the use of computer

vision technologies and digital content. Our vision is to become the main social network for the future mobile devices.

Do you want to help us and be part of this revolution? What do we offer?

➤ Respect and flexibility, continuous learning is encouraged, be part of a crazy Project and Team; An amazing place to work and develop as a professional and as a person.

What will you do in a typical day?

➤ Manage our international community from our app and web, and our social channels; Create and publish a stream of high quality content (posts and videos) for the social media channels we currently operate in; Search for new viral opportunities to push the boundaries of where and how the company can engage with users in social media; Use a various set of tools to identify and analyze issues, patterns and trends in requests from the community and product performance; Stakeholder management including reporting and analysis; Report campaign performance and present research in a creative way that tells the story to different stakeholders; Search and manage relationship with social media influencers and app prescribers; Manage online and offline media such as bloggers, newspapers, TV; Write press kits and communications to international media.

What skills or experience do you need?

➤ A Bachelor's degree in journalism, marketing, advertising or public relations; Excellent written and verbal communication skills in English; Video recording and editing experience is a plus; Strong communication skills and ability to build relationship with stakeholders; Innovative, creative, and self-motivated; Organized, structured and a good planner; Strong commitment to quality, diligence and reliability; Digital-savvy, passionate about social media and the online world.

Level of Spanish: Beginner

Exportory

Contact: Javier Expósito

Exportory is a startup dedicated to helping industrial SMEs to export. We use big data, artificial intelligence and our own algorithm to calculate the risks of introducing a product into an international market. For achieving this we analyze 250 variables in 195 countries for more than 6,000 product profiles. Exportory is developing a new way to understanding International Marketing based on technology. There are two profiles of students that we could receive:

- Business profile: The tasks for the Business profile student will be supporting the CEO on the strategic area of the company. It means Lean Startup and Design Thinking techniques, Product Development, Project Management, etc. This student will have the chance of learning how to manage a startup. For this profile, Business and International Marketing students are welcomed.

- Computer engineering profile: We are looking for an IT student who will support the Exportory CTO. This student's tasks will be helping our CTO in developing new tools and functionalities and defining which technologies are better for each task. Most of our technologies are based on JavaScript (Angular, Node, Mongo, etc.), so a student with a little previous knowledge on JavaScript will be more profitable for both the student and our company.

Level of Spanish: Beginner

The Logic Value

Contact: Andrés Gutiérrez

TheLogicValue provides analysis, management and portfolio traceability tools through web and mobile platforms to increase the productivity of institutions and investors and facilitate MIFID II regulatory compliance in the financial industry. There are four profiles of students that we could receive:

Finance profile:

- Target prices calculation for listed companies.
- Financial analysis publication on different web platforms.
- Training content creation
- Solve translation errors in the different platforms English versions.

IT position:

- 1- Front-End Developer: JavaScript, jQuery, React,...
Web development to create and manage advanced financial investment proposals
- 2- ASP.NET Developer
Web development to create and manage advanced financial investment proposals
- 3- Android Developer
Mobile app improvement fixing design issues and developing new features
- 4- iOS Developer
Mobile app improvement fixing design issues and developing new features

Design: Digital Designer: Solve platform usability issues and create promotional material

Marketing: Digital marketing analytics

Analyze data to find ways to improve:

- Our web presence to reach more potential users
- The platform user experience

Level of Spanish: Beginner

Petycash

Contact: Jose María Cueco

PetyCash is the only free digital wallet that lets you make/share payments, debts & credits with your friends/mobile contacts, bilaterally & in groups, for Android & iOS smartphone users in a very social manner. Specifically, PetyCash combines four services in 1:

- Instant money transfers between individuals, and in groups.
- Monitoring or tracking of debts and credits.
- Instant messaging (like WhatsApp or Telegram type).
- Payments into merchants.

PetyCash needs people who wish to improve their professional careers while helping us to grow. We need passion and enthusiasm to learn and serve the company. PetyCash is looking for a person that be capable of development the following tasks with our Marketing and Commercial Department:

- Implement and improve the online Marketing Plan.
- Implement and improve the Action Plan for attracting users and communities, both in Spain and abroad.

- PR / Relations with media.
- Manage commercial relations with international business schools (events, activities, presentations...), encouraging acquisition of new users and our brand strategy.
- We are looking for new collaborators that may offer: Initiative.

Desired skills: Planning. Teamwork. Adequate Management of Interpersonal Relationships. Consciousness of urgency. Honesty and Responsibility. Responsible. Proactive. Good communicators.

Level of Spanish: Beginner

Pay-in

Contact: Francisco Sanchis Caurin

Payment Innovation Network S.L. Pay[in] is a technology company within the FinTech industry that operates in three main segments:

- Payment platform: Use our payment platform to pay in stores and acquire different services.
- Public transport: Use the phone not only to top up the card but also access the transport with NFC; including the process of top up and payment, in addition to validation.
- Citizen card: Citizen Card services. www.pay-in.es

Business Development Tasks: At Pay[in]'s internship the trainee will:

- Collect quantitative and qualitative data & identify market opportunities to expand the company's services and activities; Collect data about banks, transactions, fees; Collect data about transport technology, contracts, relationship; Perform analysis and research on competition; Support the team in daily administrative tasks; Participate in company activities and dynamics; Other functions and job responsibilities will be specified at arrival, depending on the interns' interest.

Level of Spanish: Beginner

Sea Saffron

Contact: Eduardo Aguilar

Sea Saffron organizes activities that combine sightseeing Valencia's main attractions with unique gastronomic experiences in original locations (Sunset Rooftop Wine and Tapas Tasting). We are focused on generating exclusive tours for foreign travelers.

1. Internship in Marketing Department (Sales & Online Marketing)

Actual Situation: TripAdvisor has become our main selling channel and we are now working on promoting our business through Social Media as well. The main strategy for TripAdvisor consists of organizing events for international people living in Valencia and the main strategy for Social Media consists of generating viral content for Facebook and promoting our brand image.

Objective: Social Media growth through a solid Branding Strategy that enhances our image.

Main Duties: Content generation and promotion (photo and video), banner's designing, developing contacts with influencers, bloggers and foreign press.

Level of Spanish: Beginner

Shipeer

Contact: Teresa Lapesa

Shipeer is a crowd shipping marketplace, basically it is a collaborative peer-to-peer service where users who need to send stuff can match other users who are traveling that way anyway, been an alternative to traditional courier companies. The company was created on 2015 and accelerated by Plug and Play Spain (the Spanish branch of Plug and Play accelerator, based in Silicon Valley). The business model was developed based on Lean Startup method and currently we are spreading this product.

Job Description: We are seeking a multifunctional candidate for digital marketing and social media to take care of all the activities related to these functions. You will be part of a very motivated and energetic team. You have to be able to think quantitatively and analytically.

Tasks: planning and definition of marketing strategy along with marketing responsibly and come up with non-traditional marketing channels. Operational partnership. Competitor's analysis. SEO. Content marketing. Email marketing. Sem. Social media. AdWords.

Level of Spanish: Beginner

Rudo/Sclusib

Contact: Fernando Salom

We are a young startup developing native applications on iOS and Android for large companies and startups. We are a team of 8 people working since the beginning of 2015. Our office is a big coworking space in the university. This is great to meet new people. The name of the company is Sclusib but we are focused in a project / business line called Rudo. We have being accelerated by Plug and Play Tech Center, one of the most successful in the world. We also work as a training center for developers. We train them in order to learn how to code. www.sclusib.com; www.rudo.es Tasks: We work with Spanish companies but we want to open the US market, it will be great someone helping us to study the market and make a strategy to do business there. In US there are a lot of IT companies who need mobile applications and there the price per hour is double than in Spain. • To plan, design and develop a marketing plan and a business strategy to penetrate the American market.

Level of Spanish: Beginner

Bbooster

Contact: Raquel Bernal

Founded in 2010 by investors and entrepreneurs, Bbooster Ventures founded the first Spanish accelerator in driving new ideas that base their business model on Internet and mobile applications. It currently has two venture capital firms, through which it invests in startups in different stages:

Sinensis the only capital risk fund regulated in southern Europe with an acceleration program integrated. Since its inception, it has helped launch more than 60 new projects that have generated more than 250 jobs. Some of the companies, who began their program with just a proof of concept, now have a volume of millions of euros as Traventia.com, Tallerator.com, Carcrash.com, or Cronoshare.com, being result as the Accelerator #1 in Spain. Sinensis each year, through the acceleration program on Bbooster, supports between 14 and 18 new technology projects to jump into the market in four months

as viable companies, constituted as corporations and financed. Reinvesting up to €200,000 in later stages.

Directo-sinensis invests up to €400,000 in companies that are in later stages. Through weekly contest called Bbooster Weeks, Internet startups with a turnover accumulated around €100,000 in the last 6-12 months, are selected to invest in them in several rounds. Four Bbooster Weeks are held annually, to invest an average of 6 startups. www.bbooster.org

Job description: Study and analyze startups' competitors; Propose which are the best online marketing strategies; Search content to post on social media and blog; Help to build international connections

Level of Spanish: No prior language experience needed (Spanish is a plus).

Entrenarme

Contact: Gianinna Di Conza and Sebas.

Entrenarme is a marketplace of personal trainers. It's a website that puts in contact possible customers who want to improve their quality of life or their technique in any sport with very good and selected personal trainers.

Role overview:

- Marketing research, marketing development, marketing strategy, business development.
- Analyzing the foreign market and barriers of entry, along with thinking strategically about the internationalization plan.
- Other things to learn and to know how to use: seo, market research, type form, google trends, google ad words and google keywords. Creation of contents for social networks and more, and translations.

Level of Spanish: No prior language experience needed (Spanish is a plus).

EFE & ENE

Contact: Alejandro Martinez

EFE & ENE is a multidisciplinary consultancy providing customized solutions and investment management for individuals, families, corporate groups and companies. EFE & ENE focuses on meeting the needs of the organizations, assessment of investments by professionals and experts, ensuring a complete solution that gives a real and measurable value. If you think your investments are not well managed, if you want to find an investor for your business, or if you have not yet established a family protocol, do not hesitate to contact us. The concept of Multifamily Office comes to attend the needs that arise when the personal and family properties and values grow, or when the companies and their owners decide to incorporate an investment partner, buy a competitor or a sale. In EFE & ENE you will find a multidisciplinary team with extensive experience in different areas of work able to give a comprehensive and practical alternative vision with measurable results. Our mission is to keep your organized, protected and invested properly so you always have a consistent growth heritage. Therefore our team of professionals will give you the perfect service for each area based on the vision of the whole. Also in EFE & ENE you will find investment opportunities in different fields (real estate, financial, corporate, and mixed) with the assurance of having been previously analyzed by our team:

- FINANCIAL OPPORTUNITIES improving the profitability of your properties, reduced costs, optimize cash, etc; BUSINESS OPPORTUNITIES Participation in projects, alternative investments, etc.; REAL ESTATE OPPORTUNITIES Finding opportunities, profitability property, structured finance, etc.

Job description: The intern would be supervised by Alejandro Martinez, founder and CIO of the company, and would spend his/her time split between the markets area and the corporate finance area, as needed. He/she will work with the people in each of them, learning and helping with different daily tasks.

Level of Spanish: Beginner

Aravolo

Contacts: David Senar, Miguel and Jorge.

We are one of the start-ups with the greatest projection and development in recent years. Our field is leisure and tourism, helping both hotels and accommodation facilities for tourists to offer the best selection of activities to its customers as quickly and easily as possible. Thanks to our team of engineers with over 12 years' experience in the sector, it has been possible to develop a functional platform through which our customers have to streamline their services more efficiently. This platform is Aravolo. This team, before the creation of Aravolo, had concentrated all its efforts on reducing pollution in cities from its base in Valencia, through the project of a bike rental called Senatibikes, which devoted all efforts to invest in new products and services that will help the elimination of pollution in urban areas. This project, although parallel to Aravolo, still present in the spirit of the company and continues its ecological commitment.

Our practice will be based in the department of business development, translations, marketing and sales that may include also the tasks of accounting and finance. At the first period of their internship, interns start with the customer service tasks and administration tasks in our bike rental store in order to get to know our reservation system as well as our platform and to develop their communication skills. Students will have a tutor within this department with over ten years' experience in the sector, who will provide the ability to acquire knowledge for their career. Also, the supervisor will give them the tools so they can develop their skills along the internship period.

Some of the tasks that will integrate practice:

- Expansion of the domestic market; Attracting new customers (different profiles of accommodation, from large chains to family hostels); Support the sales team in the business strategy of the brand; Administration tasks (accounting, balance, closing cash machine...); Developing social networks (blogging); Attracting new suppliers that offer the best services in the area; Uploading new products on platform. The internship tasks will be adjusted to the individual intern profile according their studies, skills and hobbies.

Level of Spanish: No prior language experience needed (Spanish is a plus).