**Internship Placements – Valencia, Spain**

*(Per Company Type)*

**INTERNATIONAL BUSINESS/MARKETING (Sports)**

**VILLARREAL CF (Villarreal Football Club)**
Villarreal CF is a Spanish football club that was founded in 1923 and currently competes in the Spanish Football League ‘La Liga’, highly regarded as one of the best teams in the first division. It is a successful organization that seeks to develop the excellence of sports and its youth development. The Villarreal CF stadium has a capacity of 24,500 people. The intern will manage the club’s new business and social media accounts, be in charge of identifying key multimedia elements concerning digital football, adapt content to international markets (mainly by identifying the correct themes to promote, cutting video clips and creating subtitles when needed) and help build a stronger networking platform with media professionals from all over the world. Business specific interns will be in charge of market research, prospective clients, industry trends analysis and contact with potential partners.

**ART**

**ACANTHUS**
Acanthus offers a wide range of techniques to its clients. Services such as conservation, restoration and rehabilitation of pieces that are part of our heritage. The intern’s role will involve participating in the restoration of cultural property. They will specifically be involved in the restoration process that takes place at the workshop and complete technical reports. Other daily duties will be assigned by the supervisor based on current projects and demands of the business.

**ALBA CABRERA**
Alba Cabrera Gallery is a contemporary art gallery in Valencia. With over 25 years of experience, the gallery has exhibited, marketed and projected local artists worldwide. The intern will support the customer service department. He/She will also help during the shows; mounting and dismounting the drawings, paintings, sculptures or different art work. The intern will also be involved in the marketing process of the shows by creating and developing marketing strategies, executing emailing and mailing campaigns and contacting prospective clients.

**VALENCIA HISTORY MUSEUM**
The Valencia History Museum’s (MhV) mission is to promote the history of the city, from the origins to the 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 represents a beautiful example of Valencian industrial architecture. It was the first engineering project in Valencia, taking place in the nineteenth century. The MhV aims to give visitors a rich visual idea of Valencian history and traditions in an entertaining way, while staying true to historical rigor. The MhV was awarded Cultural Project of the year 2003 by the Diputación de Valencia.
The intern will assist with writing up museum information and documentation in English, serving as the museum’s responsible contact for articles written in English. The intern will also research and implement projects that the museum can put on during the period of the intern’s stay.
THELOGICVALUE
TheLogicValue is an important predictive tool that enables firms and professionals to make the best financial decisions. The tool enables reliable ratings and allows analysts to create different scenarios.
The internship has several different profiles as the business has different areas. One of the profiles is more technical which is ideal for an IT student, working on tasks such as web development and creating and managing advanced financial investment proposals. Another suits a business profile whereby the intern will analyze data from the digital marketing department. The aim is to find ways to improve the company’s web presence, reach more potential users and utilize the platform UX (user experience).

PAY-IN
Pay[in] is a technological company that allows both private clients and individuals to make payments online. They operate in the ecommerce sector such as providing online payment platforms for stores, payment systems for public transport via smartphones, wearables payments and more.
The intern will support the marketing and business department, helping to research potential markets, analyze market and technological trends, prospect and contact potential clients, market new product innovations and assist the supervisor with current projects.

EFE & ENE
EFE & ENE provides customized solutions and investment management for individuals, families, corporate groups and companies.
The intern’s tasks and responsibilities will be to collaborate with the financial department’s daily tasks e.g. managing various customers’ project operations and also reporting on economical markets. In general, the intern will collaborate with all team-members working on projects depending on current needs, projects and client requests. Additional tasks will certainly arise during the internship, depending on the interests of the intern and his or her work profile.

ASAHE ASESORES
A fiscal, labor and accounting consultancy firm in Valencia, with another sector of the company specialized in business law. They adopt a different working approach whereby instead of limiting themselves to accounting and pay slips, they prefer to work closely with their clients, getting to know their needs and peculiarities in order to better their business. They feel this allows them to provide optimal service while maintaining vast resources and a professional team with a proven record of solving problems efficiently.
In addition to office duties, the intern will work on designing and updating the English website, establishing international contacts to market the firm and preparing exchanges between foreign businesses and ASAHE.

PETYCASH
PetyCash is a free app that allows individuals to send and receive money instantly, with no hassle or extra bank fees.
Interns will support the business, IT and accountancy department, depending on their educational background and profile. Interns must understand the importance of working as a team, being responsible for specific tasks and utilizing analytical skills.
DEMIUM
Demium Startups was one of the first Spanish accelerators driving new ideas that base their business model on Internet and mobile applications. The company currently has offices in five cities in Spain, allowing to accelerate startups from all over the country at different stages. Their headquarters are located in the heart of Valencia, the leading city when it comes to startups and accelerators in all of Spain. It has one of the most extensive entrepreneur ecosystems in the country, and great training access.
Tasks of the intern will be to create a campaign to promote Demium as a brand in multiple global markets, to be in charge of developing this project by constructing a campaign plan and a marketing plan. Further tasks will include developing and publishing content for different platforms, social networks, performing advertising tasks, publicity campaigns, mass media, communication tasks, etc.

ENTRENARME
Entrenar.me is a marketplace for personal trainers, sport centers and facilities. It’s a website that puts potential customers, who want to improve their quality of life or their technique in any sport, in contact with expert and selected personal trainers.
The intern will develop tasks to do with marketing such as creating and developing marketing strategies to internationalize the company, with the aim being to reach potential customers outside of Spain. Other tasks will involve translating parts of the entrenar.me webpage, researching legislation about fitness businesses in the UK and other countries, online marketing, SEO, managing social networks and any other daily tasks the supervisor requires based on current demands and projects.

NEXT ELECTRIC MOTORS
Next Electric Motors is a young startup company, currently operating under a top-tech hub, at the Lanzadera site. NEXT was created after its founders detected that the biggest barrier to the adoption of electric vehicles is their high purchase price and therefore they saw the chance to offer the consumer a real alternative to gasoline motorbikes.
The intern’s duties are all related to the marketing and branding of the company; directing social media community management through multi-platforms, promoting products and content, identifying business opportunities in national and international markets, carrying out digital development on different media platforms, developing digital marketing strategies that support campaigns, translating content, analyzing trends and customer needs.

LOWBUS
Lowbus is a marketplace specialized in the optimization of passenger transport by road through the use of empty routes. The startup is the first platform dedicated to the optimization of road transportation in Spain. They were created with the purpose of increasing collaboration between transport companies, reducing the number of empty seats and avoiding unnecessary CO2 emissions. The intern position consists of helping the CMO with the development and marketing of the website and app platform. The main tasks and duties are all related to international marketing and branding of the startup including market analysis and prospection, data base collection, contact with potential customers in key markets, brand content support for the web page and promotional material, and support with administrative tasks related to a logistic
assistant role. The lowbus start up requires the intern to give maximum effort and passion, to be eager to learn in a fast paced environment and to have knowledge on social media platforms: Facebook, Instagram, Twitter, YouTube and LinkedIn.

COMMUNICATIONS

RMEDIOS MARKETING
A communications and marketing agency – specialized in digital marketing and content. The agency manages and generates content for national and international celebrities, from ads to social media and online visibility.

The tasks and responsibilities of the intern will include creating digital campaigns for their clients, making follow ups, analyzing impact and results and then communicating strategies for better performance. Community management, liaising with partners and supporting the communications department are amongst other duties the intern will fulfil.

AGUA Y SAL COMUNICACIÓN
Agua y Sal is an agency that is focused on communication through marketing, images and company promotion. Their services adapt to the needs of every company they work with and they are proactive when it comes to suggesting themes, events and strategies to better overall performance.

The intern must have a profile in business, marketing, communication or journalism. Good skills in writing press notes and articles are also required. Community management tasks will also be part of the internship responsibilities.

BOONPER
Boonper is a Spanish startup that offers luxury shoes. The young company’s motto is making uncompromised quality its mission with a complete selection of ready to wear driver shoes and boots. At Boonper they also value being at the forefront of digital marketing so they sell online through social media and new digital platforms which have become a crucial factor for the company’s sales. They are looking to expand in the near future so they want the intern to come with fresh ideas and a passion to help the company during their stay.

The tasks and duties of the intern are all related to international marketing and branding of the company. The student will be collaborating on exciting projects, specifically looking to develop social media community management, multichannel platforms, brand content creation, article translation and SEO (learn tools to position the startup based on organic search). Other forms of digital development will be related to social media platforms as well as digital marketing via the creation of campaigns, identification of opportunities, trends and fan needs.

NGOs

ILEWASI
Ilewasi is an independent, non-profit (ONGD), self-governed organization dedicated to defending, promoting and protecting human rights. Their goal is to contribute towards influencing changes in attitudes and behavior within society by assessing the current situation of justice and promoting values such as peace, democracy and solidarity, both in Spain as well as in developing countries
such as Africa, Asia, and Latin America. Ilewasi provides tools and programs to people that are in difficult situations such as circumstances of inequality or at risk of social exclusion.

The intern will organize events, help design a plan to increase donors and work in the marketing department using online platforms (campaigns through email, social media etc.)

FUNDACIÓN ASINDOWN
ASINDOWN is a non-profit organization that was created in 1989. Its primary objective is to facilitate and promote the integral development of people with Down syndrome and achieve their full family, educational, employment and social integration as active members of society. Through specific actions they seek to promote positive awareness and responsibility in society, with the end goal of improving the quality of life of people with Down syndrome. The organization carries out strategies and projects aimed at fostering and promoting the dignity and rights of people with functional diversity.

The tasks the student will undertake during their internship are focused on supporting the different team members and the organization’s objectives and goals. He/She will support the workshops that are carried out with the members, get involved with and prepare the required material for its development, support the development of activities involving individual and collective sessions with students, understand the different programs that are applied at the institution, establish a relationship of empathy with the students at the centre as a fundamental basis for his/her participation in the tasks and processes. The intern will work primarily in Spanish with their colleagues.

ASOCIACIÓN ÀMBIT
ÀMBIT has 20 years of experience working for people at risk of social exclusion, offering the opportunity of a dignified life. Their mission is to establish that prison as an institution creates many more problems for the individual than helping to solve them. Their vision creates ways for the at-risk population to access progressive freedom more easily, despite any disadvantages they have. Their core values consist of dignity, freedom, justice, truth, honesty and respect (to the processes, diversity, decisions, etc.).

The intern will prepare articles for the website, work with social networks and translate articles into English. The intern will also take part in event organization by assisting with invitations, material preparation, presentations and publicity of the event.

FUNDACIÓN MAINEL
Communication and Awareness-Raising
Post Title: Intern to the Communication and Awareness-Raising department
Background:
To create a fairer and more sustainable world it is necessary for the citizen to get involved. At Mainel we believe that education is the key to encourage a caring, responsible global citizenship and recognize equal rights and the dignity of all people.

Therefore, we carry out awareness raising and education activities, off and on-line. One of these activities is the website: https://cooperacioneficaz.mainel.org/.

The site Cooperación Eficaz started in 2014 with the aim of visualizing the figures and data on the effectiveness of Aid and Development Cooperation; as well as work tendencies in Development, major issues, challenges, and public opinion.

One of the most important sections on the site is “La lupa” (The magnifying glass”), which are press reports on an issue of social or political interest. These reports are sent as a press release,
or offered to specific journalists as a reference for their articles. They are published always in Spanish, and sometimes they have an English version (depending on the writer).

Major duties and responsibilities:
1. Research and identify subjects, news, articles, reports, and data to publish on the site Cooperación Eficaz.
2. Composition and publication of at least one press report in Spanish on a subject of interest for the intern, and Mainel.
3. Content writing and management of the site.
5. As well as supporting any other task that the communication department may need.

FUNDACIÓN POR LA JUSTICIA
Fundación por la Justicia is a non-profit and independent organization that promote and defends Human Rights in Spain and in disadvantaged countries in Asia, Africa and Latin America.
Founded in 1994, the organization started from the certainty that it is possible, politically profitable, socially demanding and ethically essential to bet on a different Justice: committed, accessible and close.
To accomplish it, different observers were integrated in the patronage of the Foundation: Magistrates, Prosecutors, Judicial Secretaries, Attorneys, Forensic Doctors, University Professors, entrepreneurs and representatives of multiple associations, all disassociated from any political party.
Within the various activities carried out, volunteers are well recognized as they help, develop and motivate us to continue the work. We can affirm that volunteering is an ideal tool for social transformation.
Role Overview and responsibilities:
- The intern will help in the elaboration and preparation of projects in Logical Framework, and the presentation of the projects to the different financial supporters.
- Collaboration with the International Cooperation Department in the International projects: Projects in International Cooperation and European Projects.
- If the intern is interested, can also support in local projects, like one project with children in risk of social exclusion, and some more local projects.
- There will be tasks related to communications and social networks.
- The intern will take part also in the promotion and organization of events related to social awareness, and training programs.
In conclusion, the intern can combine tasks in: preparation of projects, international cooperation and local projects, with more tasks of communication, social networks, events and training programs of the NGOs.

BUSINESS/MARKETING (REAL ESTATE)

HOLA STAYS
HolaStays is a company with extensive experience in the vacation rentals sector. The "Hola" in their name is a statement of intent: because they want to welcome you to their accommodation sites and make you feel at home. Through the website you can easily book your stay in more than 80 apartments in Valencia.
The intern will participate by supporting the commercial department. They will specifically work on studying property listings, interviewing prospective clients, accompany clients, discussing conditions of sale, advising clients on market conditions and generating new property lists.

**SPOT-A-HOME**
Spotahome is a platform that allows people to book a home in another country for periods of one month or more. Unlike traditional property listing websites, they visit every property, write up their own detailed descriptions and take high quality professional photos of each accommodation site. They also allow you to then book directly online. The intern will experience the fast-paced nature of working in a start-up company and develop the skills needed to enter a competitive workforce with additional professional experience to succeed in the real-estate market. Tasks will be assigned by the intern supervisor related to current programs, events and demands.

**BUSINESS/MARKETING (TECH/START-UPS)**

**EXPORTORY**
Exportory is a technological start-up that has developed an algorithm. By using this algorithm Big Data and Artificial Intelligence are able to calculate the risk of marketing a product in a specific country. To summarize, they are developing a new way of understanding international marketing based on data analysis. The intern will participate in the definition and design of projects at the strategic and operational levels, with the aim of attracting end users (Spanish companies that want to export their products). The intern will work on new product design using the lean startup and they will design thinking methodology of the creation of brand new products, aimed at companies outside Spain that are willing to export their products from their countries to Spain.

**WALLBOXOK**
WallboxOk is a young and leading startup in the rising sector of electric vehicles. The company is currently developing and producing portable chargers for electric cars so customers are able to travel without worrying about finding a charging station. Its solutions allow clients to manually select the charging intensity. It's compatible with multiple adapters, with plug Cetac from Mennekes, and with multiple models of electric cars from Nissan, Mitsubishi, Toyota, Opel and Kia. The main tasks and duties of the intern student are all related to international marketing and branding of the startup. The student will be joining an exciting and fast paced sector developing new market analysis, carrying out data base collection, prospecting potential customers in key markets, creating brand content for the website and promotional materials, supporting plans in the marketing department and developing digital strategies on social media platforms to maximise visibility of the startup.

**FLAMINGUEO**
Flamingueo is an online store that provides e-commerce service to its customers who want to buy specific items related to the pool and the beach. Through an Android/iOS app, the customer can select which products he/she wants from different options available. The company is currently expanding to Germany, France, Italy, Portugal and the United Kingdom.
The intern will develop and implement a scalable business model and compare this with other current businesses. They will also manage relationships with customers, improve control systems and help expand the company abroad.

**BUSINESS/TOURISM**

**SEA SAFFRON**
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 in organizing events for international people living in Valencia and the main strategy for Social Media consists in 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.

**HOWLANDERS**
An e-commerce site for tours and touristic activities in developing countries, especially LATAM. They work in collaboration with selected local agencies, offering amazing experiences at unbeatable prices, providing a reliable service meeting all their travelers’ requirements.
The intern’s main tasks will be to explore the new key markets and test their services by developing a fast marketing and sales strategy. To do so, the intern will develop link building actions, create social media buzz, liaise with local bloggers and influencers to promote their services and illicit communication with the clients.

**LOCALIXO**
Localixo is a startup that combines the best of the technological and tourism industries. Localixo is a smart virtual guide for travelers. It’s a travel expert that provides details and information on everything there is to know about a particular location. Additionally, the company is now developing different solutions for businesses, enabling companies to have an intelligent virtual assistant for their tourist destinations that give fast and direct answers to clients, up keeping with the demands of the 21st century tourist.
The main tasks and duties are all related to marketing and branding of the company. The student will collaborate on different projects developing market analysis and prospection, database collection, research on potential customers and competitors in key markets, brand content support for the website and promotional material, as well as supporting different administrative tasks.

**HOTEL NEPTUNO**
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 not only check-in, check-out and customer service, but back office tasks, and events management.
In the restaurant, the students learn how a maître manages the restaurant service and providers.
The Revenue manages all websites, closes and open availability, load information and photos in all extranets, manages the rates online...