

IE Student

Internship Guide



So, you decided to become a student in one of the **world's top MBA program**, which will lead you to be the next CEO of...

For most of us the journey has just begun. While some of us know what we want to do after our MBA, there are those of us who want to use this experience to explore different career possibilities.

Undertaking an internship while pursuing your Master's is a complementary way to explore different career paths. An internship provides an opportunity for you to dive into another industry, adding new skills to your CV. You have the chance to make new business connections and increase the probability of securing a job upon graduation.

I created this guide, with invaluable help from Bernadette, hoping it will serve you, our IE colleagues, in landing your dream internship.

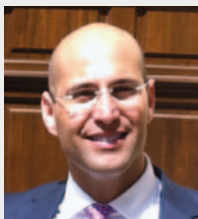
How to Use This Guide

Scan the students' profiles and internships, and if there's a profile that interests you, continue reading about how the student secured the internship. Strategies include reaching out to CEO's directly to collaborating with IE professors. Contact information of each student is available if you have any specific questions.

Thank you to the students who participated in this guide for their time invested and willingness to share their experiences. I am confident that this guide will be a useful tool as we each pursue our professional goals. Your comments are appreciated so, don't be a stranger, and feel free to contact me.

Good luck,
Guy

Guy Kfir



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Professional background:
Key Account Manager / Technology Evangelist.

Bernadette C. Aguirre



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Professional background: Marketing director and Business Development.

Yashanth Ponnanna



Contact: yashanth.ponnanna@gmail.com
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Country: India
Education: B.Tech (Electronics and communication)
Professional background: Key Account Management and Product Consulting

Securing the internship

What made you decide to pursue and choose this internship?

I am very passionate about Consulting and chose IE to elevate my chances of securing a first-hand experience in Consulting. Further, I was keen to make a career shift from Technology to Consulting.

What did you do in order to secure the internship?

I made sure my CV was ready within one month after the MBA began, I used the CMC's help and guidance from my classmates with Consulting backgrounds to fine tune my CV. I filled online applications and obtained an interview opportunity at Deloitte. After two rounds of phone interviews, I was offered a role as Summer Associate at the Deloitte Budapest office.

Required Qualifications

Marketing experience, Client facing skills, Communication and strong analytical skills, MBA.

What working documents did you need?

Having the NIE entitled me to legally work for 90 days.

Internship

Company	Deloitte
Industry	Consulting
Location	Budapest, Hungary
Number of interns	1 - Just me
Pay and perks	Paid internship. Confidential details
Length of internship	12 weeks
Received academic credit	Yes (IMBA in Practice)
Intern function	Strategy Consultant intern

On the Job

What were your main responsibilities? What did you do?

Strategy consulting for telecom and energy sectors. Business development to identify revenue opportunities, and Innovation strategy for Deloitte clients.

What practical and hands on experience have you gained?

Developing and Applying frameworks, presentation skills, analytical skills, Networking, Helicopter view of business issues.

Did you have mentorship?

Yes. I was mentored by my Senior Manager.

Networking opportunities

Good opportunities for networking. Got opportunities to work with leaders from Hungary and from Belgium, Poland and Netherlands.

Tip for your IE colleagues?

Have a very good CV. Be visible - use Linked-in, have your own blog, show strong passion for consulting, prepare for cases!

José Luis Ruiz de Munain



Contact: jlruizdemunain@gmail.com
LinkedIn: José Luis Ruiz de Munain
Country: Spain
Education: Economics
Professional background: Project Manager Consultant for a public institution

Securing the internship

What made you decide to pursue and choose this internship?

My interest in social entrepreneurship is a sector unknown in Spain

What did you do in order to secure the internship?

Before the MBA, I worked as a freelance consultant for this company. My job was to raise funds in order to conduct research in social innovation and entrepreneurship in Spain. I raised money from the local government, launched the project, left the company and started the MBA. My interest was in this industry in Spain so instead of looking at other companies I decided to call my boss and offered that I come back and develop the project that I launched before.

Required Qualifications

Basic knowledge in Finance, business acquisition and education.

What working documents did you need?

I'm Spanish, so I did not require a visa.

Internship

Company	Mondragon Corporation
Industry	Consulting
Location	Basque country, Guipúzcoa
Number of interns	1 - Just me
Pay and perks	€1000 a month, no other benefits
Length of internship	10 weeks
Received academic credit	Yes (IMBA in Practice)
Intern function	Social innovation Researcher / Consultant

On the Job

What were your main responsibilities? What did you do?

I did market research on Social innovation in Spain. My research is going to be the basis to understand whether to launch a "hub", or laboratory for social innovators and entrepreneurs in San Sebastian.

What practical and hands on experience have you gained?

I worked in the business research center of Mondragón Corporation. I learned the market in terms of what are the main financial instruments to finance social enterprises and who are the main players both public (politicians) and private (companies).

Networking opportunities

As stated above, I was fortunate to meet decision makers in the industry both public and private.

Tip for your IE colleagues?

Leverage your existing connections. Use what you already have to create something new. If you have initiative at IE - the sky is the limit.

Clare Ann Kim



Contact: clareann.kim@gmail.com
LinkedIn: Clare Ann Kim
Country: USA, South Korea
Education: IT management
Professional background: IT and international development

Securing the internship

What made you decide to pursue and choose this internship?

I was interested in consulting, and wanted hands-on experience.

What did you do in order to secure the internship?

I directly applied to the KPMG Korean website. After contacting KPMG, I negotiated the position and length of the internship to fit into the time I was available.

Required Qualifications

They wanted a person with an academic and professional background in IT and also have strong project management experience.

What working documents did you need?

I was eligible to work in South Korea through my F4 status.

On the Job

What were your main responsibilities? What did you do?

I worked as a project manager overseeing timelines and work processes and then I joined a specific module to meet clients and analyze their current issues and situation.

Internship

Company	KPMG
Industry	Consulting
Location	South Korea
Number of interns	4 (on my project)
Pay and perks	Paid, 700 Euros per Month
Length of internship	5 weeks
Received academic credit	No (Extracurricular)
Intern function	Project Management

What practical and hands on experience have you gained?

I learned how consulting companies work and how different modules cooperate with each other on large projects. It mainly gave me insight to see the working process of a consulting firm.

Did you have a mentorship?

I had a very approachable mentor. He helped me to communicate with clients, and also provided me with career advice.

Networking opportunities

I met with professional consultants from different functions, such as Finance, HR and PM. Also, I specially had a meeting with a KPMG partner and a VP of the client firm.

Tip for your IE colleagues?

Don't hesitate to apply for a position through official web sites. Also, it's important to check local websites regularly because multinationals may offer different positions in their country-based career pages than in their international career page.

Filippo de Rose



Contact: filippo.derose@gmail.com
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Country: Italy
Education: BSc Computer Science and MSc Space Studies
Professional background: Software Eng. Satellite Operations, Entrepreneur, Business Dev.

Securing the internship

What made you decide to pursue and choose this internship?

I am aiming to enter the video game industry

What did you do in order to secure the internship?

One IE professor and I started road touring entertainment companies in Madrid to create a stronger connection. One of these companies asked me to join.

Required Qualifications

MBA, industry knowledge, computer science

What working documents did you need?

Not applicable, EU citizen

On the Job

What were your main responsibilities? What did you do?

To analyze the Beta versions of a company's first in-house online game. Conduct analysis on key game metrics, develop cost models, design pricing strategies, recommend marketing strategies and contribute game design ideas based on research.

Internship

Company	FX interactive
Industry	Video Games
Location	Madrid
Number of interns	1 - Just me
Pay and perks	Unpaid
Length of internship	6 months
Received academic credit	No (Extracurricular)
Intern function	Monetization Strategist

What practical and hands on experience have you gained?

I learned how to data mine and make business decisions based on that data. Also, on how customers behave and their buying processes and how to use that to adjust our platform.

Did you have a mentorship?

Mainly academic support from the professors.

Networking opportunities

FX Interactive is a small company. I mainly get opportunities thanks to my self-initiated networking: I went to three different industry events.

Tip for your IE colleagues?

I believe that amazing grades are not a priority if you already have good experience. Focus on one industry and be proactive. I had a zillion coffees with IE professors, and I leveraged that network. Be proactive! If you want to continue your internship, push, as much as possible, your electives to term 5. This was possible as my internship was not for credit.

David Fogel



Contact: fogeld3@gmail.com
LinkedIn: David Fogel
Twitter: @fogeldavid
Country: Israel / Romania
Education: B.A Economics, M.A Law
Professional background: 4 years in the navy as a defense systems commander, Manager of Sales & Marketing, Director of Business Dev.

Securing the internship

What made you decide to pursue and choose this internship?

My long term career goal is to found my own fund, so I wanted to get experience in VC and to work in VC post MBA.

What did you do in order to secure the internship?

Research: I researched the VC industry using LinkedIn, Twitter, Blogs, and Techcrunch. I identified opportunities and people in my network I could talk to that could get me connected to VC contacts. I analyzed which VCs I am looking for and what is the added value I can provide to these funds.

Connect: I met with a NEVEQ partner through a contact, we discussed our interests and I liked the people very much, I went through four interviews by the partners and investment managers and was offered the job.

Required Qualifications

You need passion for VC and startups, a good understating of the technology industry. Operational experience and a background in finance helps.

Internship

Company	NEVEQ (New Europe Venture Equity)
Industry	Venture Capital
Location	Spain and Bulgaria
Number of interns	1 - Just me
Pay and perks	1000 Euros per month + expenses
Length of internship	11 weeks
Received academic credit	Yes (IMBA in Practice)
Intern function	Venture Capital analysis

What working documents did you need?

EU citizenship

On the Job

What were your main responsibilities? What did you do?

I worked with start-ups on strategy, and raising funds during the first round. I also analyzed a new investment in emerging markets.

What practical and hands on experience have you gained?

I learned how to work effectively with start-ups while understanding the investor's point of view when evaluating the investment.

Did you have a mentorship?

It was an open environment so I was comfortable asking questions.

Networking opportunities

I increased the strength of my relationships with the founding members and the start-up companies.

Tip for your IE colleagues?

Never give up.

Viviana Zorrilla Díaz



Contact: viviana.zorrilla.diaz@gmail.com
LinkedIn: Viviana Zorrilla
Country: Spain
Education: Economist
Professional background: Financial consultant

Securing the internship

What made you decide to pursue and choose this internship?

To have professional experience in the microfinance area and practice empowering my skills after two terms into the MBA.

What did you do in order to secure the internship?

I read in "El Pais" an interview with the company CEO who was very inspirational so I contacted him directly.

Required Qualifications

Financial knowledge and interpersonal skills.

What working documents did you need?

Visa was not mandatory for Spaniards.

On the Job

What were your main responsibilities? What did you do?

I revised financial models that were due to be published in La Otra Microfinanza (Amazon). Also, I created a marketing plan for its release by identifying key players within the realm of microfinance. Finally, I designed an international strategy for Fundefir's financial self-management model.

Internship

Company	Fundefir
Industry	Microfinance NGO
Location	Isla Margarita (Venezuela)
Number of interns	1 - Just me
Pay and perks	Unpaid
Length of internship	11 weeks
Received academic credit	Yes (IMBA in Practice)
Intern function	Microfinancial consultant intern

What practical and hands on experience have you gained?

I gained the ability to work independently, improved problem solving skills and developed professional empathy with low-income communities. Besides, I got to know in-depth the institutional structure of microfinance and the social industry.

Did you have a mentorship?

Yes, my direct supervisor was the CEO and we worked closely together - his door was always open.

Networking opportunities

There are many opportunities to expand my network with people in this area.

Tip for your IE colleagues?

Just focus on an objective. After that, you just have to find the way to get it. If it is clear, you will succeed.

Miguel Suárez



Contact: msuarez.imba2011@student.ie.edu
LinkedIn: Miguel Suarez
Country: Mexico
Education: BA, Architecture
Professional background: Business Process Consultant at CEMEX, Program Manager at GE

Internship

Company	Johnson & Johnson
Industry	Healthcare
Location	Mexico City, Mexico
Number of interns	5 from IE Business School (worldwide)
Pay and perks	Paid + extras (Me and my wife)
Length of internship	11 weeks
Received academic credit	Yes (IMBA in Practice)
Intern function	IRDP Summer Intern

Securing the internship

What made you decide to pursue and choose this internship?

I wanted to examine Johnson & Johnson to better understand my career opportunities. Also, I was considering moving to Mexico City.

What did you do in order to secure the internship?

I replied on time to a call for applications from IE Career Management Center, identified what the company was looking for and adapted my resume accordingly. I had three phone interviews in total.

Required Qualifications

Six years of work experience in business processes in CEMEX and GE.

What working documents did you need?

Not Applicable. They do not sponsor visas.

On the Job

What were your main responsibilities? What did you do?

Developed a standardized technical service portfolio for Latin America in line with current business processes, resource capabilities and with the organization strategy.

What practical and hands on experience have you gained?

My project was a change management initiative to improve the way the company does business in Latin America. It involved talking to over 50 people, making an assessment of the services we were providing and proposing a standardized offer to improve customer satisfaction.

Did you have a mentorship?

No.

Networking opportunities

The IRDP program has a lot of visibility with upper management. My final presentation was delivered to VP's and Directors for Latin America, who would make a final decision on full time recruitment.

Tip for your IE colleagues?

Apply early and understand what they are looking for.

Mariana Penzini



Contact: mpenzini.imba2011@student.ie.edu
LinkedIn: Mariana Penzini
Country: Venezuela
Education: Economics
Professional background: Assistant Brand Manager at P&G, Financial Analyst P&G, Economist

Internship

Company	Facebook
Industry	Social Media/Digital Industry
Location	Madrid, Spain
Number of interns	Approx. 15 interns in Europe
Pay and perks	Paid + relocation costs
Length of internship	10 weeks
Received academic credit	Yes (IMBA in Practice)
Intern function	Account Manager Intern

Securing the internship

What made you decide to pursue and choose this internship?

The relevance of Digital Marketing for Marketers, the impact and position that Facebook has in the digital industry and the opportunity to gain knowledge about the Spanish market.

What did you do in order to secure the internship?

I applied for the position online on their web page. Additionally, I contacted people through Linked-In who knew others working in Facebook and requested them to make a recommendation. Other things that helped were letting my network know the position and type of Internship I was looking for so that they could share any potential opportunities that matched my profile.

Required Qualifications

MBA, Marketing experience, English and Spanish language.

What working documents did you need?

None.

On the Job

What were your main responsibilities? What did you do?

Strategic consultancy and documenting the most successful campaigns on Facebook Spain to help others improve their advertising.

What practical and hands on experience have you gained?

Knowledge of the digital industry, trends, and how to do effective advertising on Facebook.

Did you have a mentorship?

No. However, the first week was orientation which outlined the structure, goals and roles.

Networking opportunities

The local Digital industry, other MBAs, and international employees.

Tip for your IE colleagues?

Select your preferred companies and use Linked-In, career fairs, and websites. For the interview - learn about competitors, revenues, business model, and organization. Finally, make sure to share what uniqueness you have to offer.

Javier Ortiz de Artiñano Goñi



Contact: javieroda@gmail.com
LinkedIn: Javier Ortiz de Artiñano
Country: Spain
Education: Bachelor Degree in Law and Business
Professional background: Marketing

Securing the internship

What made you decide to pursue and choose this internship?

I did an MBA to move into the Financial Services Sector and wanted to touch base with the industry before jumping into the market.

What did you do in order to secure the internship?

I contacted several friends in the bank to try to move my resume around.

Required Qualifications

Passion and determination to move into the finance industry which I was able to prove by passing the CFA level I exam and preparing for level II.

What working documents did you need?

None

On the Job

What were your main responsibilities? What did you do?

I was responsible for loan evaluation for a renewable energy project in Ecuador, building the financial model, carrying out due diligence and evaluating the borrower's capacity to repay. Also, I was a member on a team that was researching the VC market in LATAM and researching market penetration of "Impact Investment Funds".

Internship

Company	Inter-American Development Bank Group
Industry	Finance
Location	Washington DC - USA
Number of interns	1- Just me
Pay and perks	\$1200 per month
Length of internship	2 months
Received academic credit	No (Extracurricular)
Intern function	Consultant

What practical and hands on experience have you gained?

I gained practical experience in financial modeling and in-house methods on credit analysis. In a global perspective, I witnessed the whole process of financing a project and all interactions between agents of project finance deals.

Did you have a mentorship?

No.

Networking opportunities

Not that many. As an external consultant, I shared space with other external consultants and did not meet many in-house staff.

Tip for your IE colleagues?

As a career changer, I suggest that you focus only 50% of your energy in studying and the rest in securing a relevant internship. If you have more than one offer I suggest you choose the one which provides more content rather than joining a big name company with less meat on the job.



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