ESADE CAREERS

TMT & HIGH GROWTH STARTUP RECRUITMENT FAIR

FRIDAY, 19TH FEBRUARY 2016
WELCOME

Hello,

I am pleased to welcome you to the ESADE TMT & High Growth Startup Recruitment Fair, held this year on Friday, February 19th in ESADE, Sant Cugat Campus. This event is the perfect platform to acquire information on the roles and attend presentations and workshops delivered by representatives from the most prestigious firms in Technology, Media and Telecommunications sectors or High Growth companies.

In the afternoon there is an opportunity to meet professionals, ESADE alumni and international recruiters, so do come with lots of questions and impress them with your professional Pitch!

In this guide you’ll find company information, jobs and internship opportunities and application deadlines. But, when it comes to applying please make sure you submit a timely, well-presented application, and make certain you’ve spoken to the representatives at this Fair.

I look forward to seeing you and trust you make the most of the TMT & High Growth Startup Recruitment Fair, 2016.

Iain McLoughlin
Director ESADE Careers
PRACTICAL INFORMATION

LOCATION

The TMT & High Growth Startup Recruitment Fair will take place on Friday, February 19th in ESADE, Sant Cugat Campus. Company Presentations and workshops will be in the University Programmes building and the company stands area, where you can meet companies’ representatives, will be in the ESADECreapolis Auditorium.

REGISTRATIONS, PUNCTUALITY AND DRESS CODE

Registration will open on the 10th February in Career Portal – Events – Corporate Presentations.

Please note that the companies doing the corporate presentations will be the TMT ones, the high growth startup companies will be participating in the stands area.

Registration will be on a first-come first served basis with a waiting list, and confirmations and reminders will be sent prior to the event to your ESADE email. If you are not able to attend, please unregister and allow other students to take your place.

We recommend you to arrive at least 30 minutes before the first corporate presentation session which you have registered for in order to have ample time to pick up your nametag at Reception and proceed to your session. We also advise you dress business formal (suit and tie for men, formal clothes for ladies) and your name tag is visible to allow access to the different event activities on the premises. Punctuality is expected.

STANDS AREA FOR THE TMT RECRUITMENT FAIR

Companies will be at ESADECreapolis Auditorium in the Stands Area from 2pm-4.30 pm.

Please note that MSc & CEMS students will be separate from the BBA students at the Stands Area, to allow you to enjoy exclusive time to network with recruiters

2pm-3.30pm: ONLY MSc&CEMS students will be available to be in the Stands Area.

3.30pm-4.30pm: ONLY BBA students will be available to be in the Stands Area.

STANDS AREA FOR THE HIGH GROWTH STARTUP RECRUITMENT FAIR

Companies will be at ESADECreapolis Auditorium from 3.30pm-5pm. MSC& CEMS and BBA are invited at the same time to this High Growth Startup Stands Event.

FOOD & REFRESHMENTS

You may use, at your own expense, the cafeteria services in ESADE, Sant Cugat Campus.
HOW TO GET THE MOST FROM THIS EVENT

BEFOREHAND
1. Read this guide
Review company information and know which companies offer summer internships, full-time positions, or both. Additionally consider when application deadlines are, some international offices will also operate rolling applications, and make sure you apply in good time. Try to do all this before the fair and maximize your time and interaction with the recruiters.

2. Make your own schedule
ESADE Careers staff will be present at the event and will offer their help and guidance throughout the day. But think about when and where you need to be and, please remember once a presentation has started, out of respect for the presenter, there will be no late admits.

3. Prepare questions in advance
You may not be able to ask many questions during the corporate presentation sessions due to time limitations, but have a few questions prepared, for now or later in the day. Here are a few to help you, but you are certain to have your own:
- What personal qualities do you see as important for success?
- Why did you decide to work for this company?
- How does your company differ from its competitors?
- How would you describe the company culture?
- Does the company have a mission? If so, how does it fulfill that mission?
- What opportunities do you envision in this industry in the near future?
- What were the keys to your career advancement?
- If your job progresses as you like, what would be the next step in your career?

ON THE DAY
1. Dress in business attire.
2. You don’t need your laptop or tablet, but you may want to take notes.
3. Don’t forget to write down the names of presenters and alumni, so you can mention them in cover letters and applications.
4. At the stands,
   a. Bring your CV, as a means to introduce yourself, but don’t always expect recruiters to take it.
   b. Write down the names of the representatives you speak to, and thank them for their time.
   c. Respect established entry and exit times for your program.

AFTER THE EVENT
1. If you obtained contact details, send a thank you or follow up email.
2. Make sure you summit well-constructed applications to firms you are interested applying to and long before the “official” deadline. If you are unsure please arrange an appointment with a Career Advisor.
3. Request an appointment with the ESADE Careers team via www.esade.jobs. They will review your cover letter or application form and, offer advice on how to ace your interview as well as what to expect in an assessment centre.
## TMT & HIGH GROWTH STARTUP RECRUITMENT FAIR AGENDA

**Friday, 19th February 2016**

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<tr>
<th>Time</th>
<th>Companies</th>
<th>Topic</th>
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<tr>
<td>08:45 - 09:45</td>
<td>Facebook</td>
<td></td>
</tr>
<tr>
<td>10:00 - 10:45</td>
<td>HP, AppLift, Criteo</td>
<td></td>
</tr>
<tr>
<td>11:00 - 11:45</td>
<td>Amazon, Expedia</td>
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</tr>
<tr>
<td>12:00 - 12:45</td>
<td>Microsoft, Trovit</td>
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</tr>
<tr>
<td>13:00 - 13:45</td>
<td>Bloomberg, Uniplaces</td>
<td>Salesforce&lt;br&gt;Topic: Inside Salesforce</td>
</tr>
<tr>
<td>14:00 - 15:30</td>
<td>Career Fair Stands for MSc and CEMS students&lt;br&gt;(ESADECreapolis Auditorium)</td>
<td>15:30h - 17:00h: Startup Event (MSC, CEMS, BBA and Double Degree)&lt;br&gt;(ESADECreapolis Auditorium)&lt;br&gt;High Growth Startup Companies attending: Beabloo / El tenedor / Epsilon Technologies / JobAroundMe / Live further / paack / Pensilk / Signaturit / Verse / WeFitter</td>
</tr>
<tr>
<td>15:30 - 16:30</td>
<td>Career Fair Stands for BBA and Double Degree students&lt;br&gt;(ESADECreapolis Auditorium)</td>
<td>15:30h - 17:00h: Startup Event (MSC, CEMS, BBA and Double Degree)&lt;br&gt;(ESADECreapolis Auditorium)&lt;br&gt;High Growth Startup Companies attending: Beabloo / El tenedor / Epsilon Technologies / JobAroundMe / Live further / paack / Pensilk / Signaturit / Verse / WeFitter</td>
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### OTHER ACTIVITIES

<table>
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<tr>
<th>Time</th>
<th>Activities</th>
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<tbody>
<tr>
<td>15:45 - 16:30</td>
<td>CEMS Coffee: Facebook, Uniplaces, Salesforce</td>
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<tr>
<td>16:30 - 19:00</td>
<td>FACEBOOK: MSC &amp; CEMS Skills Seminar</td>
</tr>
<tr>
<td>16:45 - 18:00</td>
<td>BLOOMBERG: Bloomberg Terminal Training</td>
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TMT RECRUITMENT FAIR

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ABOUT US
Amazon opened its virtual doors in 1995 and strives to be the world’s most
customer-centric company, where customers can find and discover anything they
might want to buy online. We always treat every day like the first day, a day to bring in
fresh ideas, a day to challenge convention, a day to make more good things happen
for our customers. It’s that kind of entrepreneurial spirit that will drive our success
now, and keep us ahead of the competition.

LOCATIONS
UK, France, Germany, Spain & Italy

SUMMER INTERNSHIPS & APPLICATION DEADLINE
Operations Internship Program:
You must be currently studying for an MSc at ESADE to apply for this posting, this
posting is for current students only.

Application Deadline: 27 January 2016

OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE
Not applicable.

FULL TIME OPPORTUNITIES & APPLICATION DEADLINE
Not applicable.

GRADUATE PROGRAMME & APPLICATION DEADLINE
Not applicable.

STUDENTS SOUGHT
Open to BBA, MSC and CEMS Students.

HOW TO APPLY
To apply
Please upload your CV and cover letter in one single Word/PDF document.
Please apply via the school careers system AND the Amazon careers site.

https://docs-amazon.icims.com/jobs/371525/esade-mba-operations-internship-program/job?mode=view

Candidates must upload CV and cover letter together as one document.

SELECTION PROCESS
The Selection process involves:
- Online psychometric testing
- Competency based interviews
We're here to solve a problem faced by all mobile app marketers: how to find the best possible users for their apps at the best possible price. By connecting mobile app marketers with over a billion users worldwide through our performance-focused technology, we enable them to acquire just the ones that will help them to achieve their business goals.

Berlin

The summer internship opportunities for AppLift are offered on an as-need basis. For these opportunities, please refer to our webpage: [http://www.applift.com/jobs](http://www.applift.com/jobs) and review our current openings.

The off-cycle internships opportunities for AppLift are offered on an as-need basis. For these opportunities, please refer to our webpage: [http://www.applift.com/jobs](http://www.applift.com/jobs) and review our current openings.

The full-time opportunities for AppLift are offered on an as-need basis. For these opportunities, please refer to our webpage: [http://www.applift.com/jobs](http://www.applift.com/jobs) and review our current openings. We accept rolling applications for full-time positions, and there are no strict deadlines for these opportunities.

We do not offer a graduate programme, rather our entry level full-time opportunities are posted to our webpage: [http://www.applift.com/jobs](http://www.applift.com/jobs) under different functional areas as well as our different offices throughout the world.

Business, Management especially for opportunities in areas such as: Business Mgt., Account Mgt., Finance, Marketing and Operations.

For all opportunities please apply to [http://www.applift.com/jobs](http://www.applift.com/jobs) and comment in your application your contact with our staff at the ESADE TMT Recruitment Event (Feb. 2016) with our HR contact for our Berlin, Germany office.

Depending on the position, the selection process usually consists of an HR interview, case study, and additional interviews with the future dept. team and supervisor in question.
**BERTELSMANN**

**ABOUT US**

Bertelsmann is an international media company whose core divisions encompass television (RTL Group), book publishing (Penguin Random House), magazine publishing (Gruner + Jahr), services (Arvato) and printing (Be Printers) in some 50 countries. Attract, develop and retain talent for the Bertelsmann companies especially inside, but not excluding, outside of Spain. Branding Bertelsmann as an attractive employer in Spain. To have meaningful projects developed by young professional with updated, high quality skills. Foster cross company cooperation and talent. Have candidates to take on a management position within the next 3–5 years after the program. Sharing and/or movement of talent amongst the Bertelsmann companies. Opening up of new business opportunities through group-wide prospects and projects.

**LOCATIONS**

**SUMMER INTERNSHIPS & APPLICATION DEADLINE**  Not applicable.

**OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE**  Not applicable.

**FULL TIME OPPORTUNITIES & APPLICATION DEADLINE**

**GRADUATE PROGRAMME & APPLICATION DEADLINE**  24 month top notch development program. Participation in meaningful projects with direct impact in future business objectives. Training at INSEAD. Exposure to top management of the organization. Experience in diverse sectors thought prestigious organizations. An opportunity to continue career in Bertelsmann. Till the 30th of November 2015.

**STUDENTS SOUGHT**

Master graduates with little or no work experiences in areas of business development, new media & strategy in a digital context, and in creative content. Trainees with potential for management and/ or specialist functions with focus on content, business development and new businesses on an international scale. 

*Top Schools in Spain - Language abilities - Digital natives - Mobility.*


**HOW TO APPLY**

· Sending an email to the following email-address: recursoshumanos@bertelsmann.es
· Handing over the CV at the Stand in ESADE

**SELECTION PROCESS**

· Informative talk in ESADE, explaining the Bertelsmann project.
· Online video-interview.
· 2nd personal interview.
· 2 assessment centers. One day with different tests and interviews
· 6 finalists will be chosen by the CEO’s of the different Bertelsmann companies in Spain.
# Bloomberg

## ABOUT US

What Bloomberg does - and how you can make your mark here

Bloomberg delivers critical information in a world where information matters. We give influential decision makers in business, finance and government a competitive edge by connecting them to a dynamic network of news, people and ideas. To do that, we need a constant flow of ideas, energy and innovation—which is where you come in.

At Bloomberg, you will have the opportunity to go above and beyond and to take risks. Be a part of an organization that is entering new markets, launching new ventures and pushing boundaries. Our ever-expanding array of technology, data, news and media services fosters innovation and empowers clients—and offers nearly limitless opportunities for career growth.

## LOCATIONS

City of London, London

## SUMMER INTERNSHIPS & APPLICATION DEADLINE

Bloomberg offer internships to provide an unparalleled combination of learning, networking and project responsibilities. We offer internships in Global Data, Financial Product Client Services and Sales, News, Operations and Software Development teams.

Through training, seminars, internal job fairs, our senior speaker series, philanthropic events and more, you’ll gain first-hand exposure into life at Bloomberg. Internships take place during the summer.

*We operate on an ongoing basis so advise to apply ASAP.*

## OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE

We do not have any internship opportunities available outside of the Summer internship programme

## FULL TIME OPPORTUNITIES & APPLICATION DEADLINE

Not applicable.

## GRADUATE PROGRAMME & APPLICATION DEADLINE

Bloomberg offers full time entry level roles to graduates across a range of business areas including Global Data, Financial Product Client Services and Sales, Software Development and Operations. Graduates who join Bloomberg will focus on building and defining their own career rather than climbing a pre-defined ladder. All graduate starters will participate in team specific training that continues throughout their career via the Bloomberg University. All new graduates will benefit from our full staff benefits which include free snacks in our 24/7 pantry. Our recruitment process is ongoing.

## STUDENTS SOUGHT

All degrees considered. Students must have an interest in Finance.

## HOW TO APPLY

[www.bloomberg.com/careers](http://www.bloomberg.com/careers)

## SELECTION PROCESS

Candidates apply online and submit a CV. The interview process will depend on the business area they have applied to but typically it will involve a telephone interview followed by face to face interviews with the business area they have applied to. We hire on a rolling basis and so early application is advised.
CRITEO

ABOUT US

We have created the World’s most intelligent Performance Marketing Engine. Founded by a small group of great minds in the back of a Paris cafe, Criteo rapidly became the global leader in digital performance advertising in a few short years. Driving this growth: tech superiority and data-rich customer insights, measurable ROI for our clients, and the ingenuity and spirit of our 1700+ employees worldwide.

Compiling hundreds of billions of dollars of actual sales data and an unmatched network of global publishers, we make sense of digital user behaviour – across any device – to deliver relevant, personalized ads that drive incremental sales.

LOCATIONS

Barcelona (Torre Mapfre)

SUMMER INTERNSHIPS & APPLICATION DEADLINE

Not applicable.

OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE

Not applicable.

FULL TIME OPPORTUNITIES & APPLICATION DEADLINE

Sales Manager
Account Strategist
Business Intelligence Analyst
Creative Designer
Technical Solutions Engineer

No deadline since we are constantly recruiting. Each role has specific language skills that are required as we are managing nine different European markets (UK, Benelux, Nordics, DACH, Poland, Turkey, Spain, Italy, France).

GRADUATE PROGRAMME & APPLICATION DEADLINE

Not applicable.

STUDENTS SOUGHT

No specific degree is required.

Various range of skills required depending on the type of role (sales skills, client portfolio management, big data, etc.). Language skills depending on the markets mentioned above.

HOW TO APPLY

http://www.criteo.com/careers/

SELECTION PROCESS

- After submitting your CV on the career website, the HR team will get in contact with you
- 1st interview with Recruiter
- Analytical or Technical Test
- Interview with Hiring Manager
- Final Interview including role play or case study in the office
EXPEDIA

ABOUT US

Our aim is to revolutionise travel through the power of technology! We are the largest online travel company in the world. Our travel brands offer adventure seekers the world’s most comprehensive selection of exciting travel backed by industry leading technology and a worldwide team of passionate employees who focus on creating the best travel experience for our customers. We power bookings for some of the world’s leading airlines and hotels, top consumer brands, high traffic websites, and thousands of active affiliates through Expedia Affiliate Network (EAN).

We love solving problems and creating ideas. We want to push the frontiers of technology and find the smartest solutions using our collective intelligence to simplify big ideas, relentlessly seek out opportunity, take risks, act with speed, and always find a way to get the job done.

Expedia, Inc.’s companies operate more than 150 travel booking sites in more than 70 countries, including Canada, the United Kingdom, Germany, France, Italy, Spain, the Netherlands, Norway, Sweden, Denmark, Australia, Japan, and China so we’re truly global in our outlook. We are looking for people that can demonstrate a focus on innovation and a passion for seeking new opportunities. We work with many brands under Expedia so we’re looking for people that can show commercial acumen and spot those crucial opportunities for growth. Our people have a curious mind and the courage and passion to challenge the status quo.

LOCATIONS

Spain, Germany, Italy, France

SUMMER INTERNSHIPS & APPLICATION DEADLINE

Instead of short term summer internships, Expedia offers 6 month internship placements, in various locations and in functional areas such as marketing, strategy, business analytics, sales, and technology. Please refer to our website for further details at: www.lifeatexpedia.com/university

OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE

6 month internship placements available in January/ February and June/ July, in various locations. Please refer to our website for further details at: www.lifeatexpedia.com/university

FULL TIME OPPORTUNITIES & APPLICATION DEADLINE

We promote our permanent positions through our full time opportunities posted to our webpage: www.lifeatexpedia.com/university and they are categorized by industry, state, and country. Please review these offers and apply according to the offers you feel you can offer value to our organization.

GRADUATE PROGRAMME & APPLICATION DEADLINE

Expedia does not have a structured graduate programme, however we promote our permanent positions through our full time opportunities posted to our webpage: www.lifeatexpedia.com/university

STUDENTS SOUGHT

Bachelor’s Degree preferred; major in tourism or hospitality a plus.

HOW TO APPLY

www.lifeatexpedia.com/university

SELECTION PROCESS

HR Interview
1st round interview with hiring manager (skype or f2f)
2nd interview with Director (skype or f2f)
Facebook

**ABOUT US**
Founded in 2004, Facebook's mission is to give people the power to share and make the world more open and connected. People use Facebook to stay connected with friends and family, to discover what's going on in the world, and to share and express what matters to them.

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<tr>
<th>LOCATIONS</th>
<th>Dublin</th>
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<tbody>
<tr>
<td>SUMMER INTERNSHIPS &amp; APPLICATION DEADLINE</td>
<td>Applications will open up in January. We offer 3 month summer internships. Application deadline - tbc</td>
</tr>
<tr>
<td>OFF CYCLE INTERNSHIPS &amp; APPLICATION DEADLINE</td>
<td>Not applicable.</td>
</tr>
<tr>
<td>FULL TIME OPPORTUNITIES &amp; APPLICATION DEADLINE</td>
<td>SMB AM Graduate positions – currently open for applications. No deadline, but we’re looking to fill in the roles asap. Languages: French, German, Hebrew, Swedish, Norwegian and Arabic.</td>
</tr>
<tr>
<td>GRADUATE PROGRAMME &amp; APPLICATION DEADLINE</td>
<td>We don’t offer graduate programs.</td>
</tr>
<tr>
<td>STUDENTS SOUGHT</td>
<td>Not applicable.</td>
</tr>
<tr>
<td>HOW TO APPLY</td>
<td>Online applications: <a href="https://www.facebook.com/careers/university">https://www.facebook.com/careers/university</a></td>
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<tr>
<td>SELECTION PROCESS</td>
<td>1 recruiter screen + 1 hiring manager screen + onsite interviews = offer</td>
</tr>
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</table>
**ABOUT US**

At HP we believe in the power of ideas. We use ideas to put technology to work for everyone. And we believe that ideas thrive best in a culture of teamwork. That is why everyone - at every level in every function, is encouraged to have original ideas, to express them and to share them. We trust anything can be achieved if you really believe in it, and we will invest in your ideas to change lives and the way people work. This vision is what sets us apart as a company. At HP we work across borders, and without limits. Global virtual teams share resources and pool their big ideas to solve business issues and meet personal goals. Everyone is valued for the unique skills, experiences and perspective they bring. That’s how we work at HP And this is how ideas and people grow.

HP is a proven leader in personal systems and printing, delivering innovations that empower people to create, interact, and inspire like never before. We leverage our strong financial position to extend our leadership in traditional markets and invest in exciting new technologies.

HP has an impressive portfolio and strong innovation pipeline across areas such as:

- blended reality technology - our unique Sprout by HP will change the way people do things
- 3D printing
- multi-function printing
- Ink in the office
- tablets, phablets, notebooks
- mobile workstations

We’re looking for visionaries who are ready to make an impact on the way the world works. At HP, the future’s yours to create!

**LOCATIONS**

Barcelona

**SUMMER INTERNSHIPS & APPLICATION DEADLINE**

Not applicable.

**OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE**

Internship programs part time and full time for one year. For graduates we offer 2 year contract and the possibility of conversion into a permanent contract after this period.

**FULL TIME OPPORTUNITIES & APPLICATION DEADLINE**

Not applicable.

**GRADUATE PROGRAMME & APPLICATION DEADLINE**

Looking for recent graduates with business or technical studies, advanced level of English and good academic performance. Highly appreciated team players, good communication skills, flexibility and passion for technology.

**STUDENTS SOUGHT**

MSC, CEMS and BBA

**HOW TO APPLY**

[www.hp.es/jobs](http://www.hp.es/jobs)

**SELECTION PROCESS**

We have vacancies during all year

Online application: [www.hp.es/jobs](http://www.hp.es/jobs)

Phone interview with HR / Face to face interview with Manager and team.

E-mail: helena.jimenez@hp.com
ABOUT US
At Microsoft, we aim to empower every person and organization on the planet to achieve more — and we empower our employees the same way. Everyone who works here has the power to build on. Those two little words show the way we think. They’re a challenge to go beyond what’s thought possible, and they’re how we help billions of people use technology to get more out of each day. We build on the work of others and invite them to build onto ours, always striving for ways to make great ideas even better.

LOCATIONS
Globally

SUMMER INTERNSHIPS & APPLICATION DEADLINE
Not applicable.

OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE
Internships: we have 9-12 months long internship opportunities for final year students in: Sales, Marketing Operations, Marketing Communications, PR, HR, Technical. These start all year round.

FULL TIME OPPORTUNITIES & APPLICATION DEADLINE
Not applicable.

GRADUATE PROGRAMME & APPLICATION DEADLINE
MACH Traineeships: we have permanent, full time roles available for final year student and recent graduates who are within one year of graduation. We have opportunities in Sales, Marketing and Technical/ Customer Facing.
MACH Sales: Are you passionate about interacting directly with our customers and being on the front lines to bring the magic of software to consumers and businesses? Our MACH sales experience will provide you with a dynamic tool kit to enable you to hone your sales craft to become trusted advisors and impactful contributors to our business!
MACH Marketing: If you are an avid marketer, and passionate about telling our Microsoft story and the way our products can help enable people and businesses throughout the world realize their potential, we have a MACH marketing experience tailored to help you become an excellent marketer.
MACH Tech: If you are interested in pursuing our Services, IT or Developer Platform Evangelism positions, you stand a chance to build upon your technical acumen with expert technologists and gain skills in effective communications to help our customers and partners realize the brilliance of IT.
*The above MACH roles start every September and January.*

STUDENTS SOUGHT
Open to students with Business and Technical degrees.

HOW TO APPLY
Application to be submitted online via:
https://careers.microsoft.com/students/international

SELECTION PROCESS
- Scenario assessment (online test)
- Video-interview (online)
- Skype interview
- Assessment Centre (@ Microsoft Madrid)
Salesforce, the Customer Success Platform and world’s #1 CRM, empowers companies to connect with their customers in a whole new way. We are the fastest growing of the top 10 enterprise software companies, the World’s Most Innovative Company according to Forbes, and one of Fortune’s 100 Best Companies to Work For six years running. The growth, innovation, and Aloha spirit of Salesforce are driven by our incredible employees who thrive on delivering success for our customers while also finding time to give back through our 1/1/1 model, which leverages 1% of our time, equity, and product to improve communities around the world. Salesforce is a team sport, and we play to win. Join us!

We have graduate opportunities across EMEA including at our hubs in Dublin, London, Paris, Munich, Amsterdam, and many more.

Applications are accepted throughout the year as start dates vary according to the role and program. Please consult the FutureForce careers page for current opportunities.

The #FutureForce program for university graduates gives you the chance to launch your career in a supportive, dynamic environment. You’ll be fully integrated into your team, innovating alongside seasoned professionals and being empowered to manage your own projects, and you’ll be provided with plenty of mentoring and guidance to ensure that your transition into the workforce is a smooth and positive one. Most importantly, you’ll be doing work that matters and gaining real-world business experience. This program is designed to give you the tools, resources, and support you need to develop your skills, explore your interests, and start out successfully on the path to your #dreamjob.

You are a recent graduate
You speak fluent English (additional languages are a real plus!)
You are a team player and have great communication skills
You have exceptional organisational and planning skills and have the ability to prioritise
You have an entrepreneurial spirit and the ability to use own initiative
You already have some customer facing and/or sales experience
You are results-driven and interested in being a part of a fast-paced sales environment

Recruitment process varies according to role. Please reach out to your Salesforce recruiter for more information, or stop by our stand.
### Trovit

**About Us**

Trovit is a classified ads search engine based in Barcelona, Spain. It was founded in 2006 and has constantly grown; it is now present in 46 countries with 4 verticals: homes, cars, jobs and products.

Around 100 people work at Trovit at this time. Our team is young, international and energetic, with an average age of 28 and 16 nationalities represented companywide. Thanks to its close-knit team, informal atmosphere and gorgeous office, Trovit has been named a Great Place to Work® for five years in a row.

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<th>Locations</th>
<th>Barcelona</th>
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<tr>
<td><strong>Summer Internships</strong>&lt;br&gt;&amp; Application Deadline</td>
<td>SALES AND TECH Teams (Flexible application period which usually occurs in Spring Feb.-May 2016)</td>
</tr>
<tr>
<td><strong>Off Cycle Internships</strong>&lt;br&gt;&amp; Application Deadline</td>
<td>SALES AND TECH Teams (Flexible application period, open to receive applications throughout the year.)</td>
</tr>
<tr>
<td><strong>Full Time Opportunities</strong>&lt;br&gt;&amp; Application Deadline</td>
<td>CURRENT OPEN POSITIONS are ongoing, Please refer to the ESADE Career Portal or our company website: <a href="http://careers.trovit.com/jobs">http://careers.trovit.com/jobs</a></td>
</tr>
<tr>
<td><strong>Graduate Programme</strong>&lt;br&gt;&amp; Application Deadline</td>
<td>None, all offers are Direct Entry position and applicants can apply via the ESADE Career Portal or company website: <a href="http://careers.trovit.com/jobs">http://careers.trovit.com/jobs</a></td>
</tr>
<tr>
<td><strong>Students Sought</strong></td>
<td>Undergraduate Degrees Business &amp; MSc in Management programmes (For full time opportunities Trovit, requires EU permit for candidates, however for internship opportunities, we are open to candidates both EU and international profiles with a valid student visa at a University like ESADE.)</td>
</tr>
<tr>
<td><strong>How to Apply</strong></td>
<td><a href="http://careers.trovit.com/jobs">http://careers.trovit.com/jobs</a></td>
</tr>
</tbody>
</table>
| **Selection Process** | - Apply  
- Telephone interview  
- Test  
- 1st Interview  
- 2nd Interview  
- Final decision  
- Hired!  
- On-boarding |
ABOUT US

Uniplaces is the trusted, global brand for student accommodation. The online marketplace offers a unique service for students, providing an easy way for students to book their accommodation entirely online. Uniplaces wants students to feel safe when booking and it understands the value of good accommodation providers. Uniplaces gives both of them the great service they deserve, turning an old-fashioned market on its head and changing the world.

LOCATIONS

Lisbon, Portugal & London, UK

SUMMER INTERNSHIPS & APPLICATION DEADLINE

The summer internships opportunities for Uniplaces are offered on an as-need basis. For these opportunities, please refer to our webpage: https://uniplaces.workable.com/jobs/63409 to find our current openings. We accept rolling applications for summer internships and there are no strict deadlines for these opportunities.

OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE

The off-cycle internships opportunities for Uniplaces are offered on an as-need basis. For these opportunities, please refer to our webpage: https://uniplaces.workable.com/; review our current openings. Right we are accepting applications for Sales Trainee (https://uniplaces.workable.com/jobs/1809399) but we accept rolling applications for off cycle internships and there are no strict deadlines for these opportunities.

FULL TIME OPPORTUNITIES & APPLICATION DEADLINE

The full time opportunities for Uniplaces are offered on an as-need basis. For these opportunities, please refer to our webpage: https://uniplaces.workable.com/; review our current openings. We accept rolling applications for full time positions and there are no strict deadlines for these opportunities.

GRADUATE PROGRAMME & APPLICATION DEADLINE

We do not offer a graduate programme, rather our entry level full time opportunities are posted to our webpage: https://uniplaces.workable.com/ under different functional areas as well as our different offices throughout the world. Right now we are looking for Key Account Managers, Product Managers, Marketing Assistants, Customer Service and Sales Executives!

STUDENTS SOUGHT

Management, Finance, Marketing, Business

HOW TO APPLY

Please send your application directly to https://uniplaces.workable.com/ with your cv and contact details and our HR Team will be contacting you shortly.

SELECTION PROCESS

Phone screening and interviews
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<th>Company</th>
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<td>Beabloo</td>
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<td>El Tenedor</td>
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<td>Epsilon</td>
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<td>Jobaroundme</td>
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<td>Live Further</td>
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<tr>
<td>Wefitter</td>
<td>29</td>
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</tbody>
</table>
Beabloo is a technology company backed up by Softbank, specializing in a combination of multi-channel digital marketing and big data for retail environments. Beabloo’s marketing solutions enable its clients, whether they are stores, shopping malls, universities, airports, hotels or exhibition centers, to send information to their visitors or users, and learn about their behavior and interaction within the establishment. At the same time, big data solutions analyze the large volume of data generated each day in these areas, in order to improve the quality of the services provided.

Headquartered in Barcelona and present in China, we have clients in Europe, Middle East, Asia and South America such as Mango, Halcón Viajes, Shell, Asics, University of Staffordshire, Ryad and Beirut Airports, Le Mall or AL MAWARID BANK, among other. You can find out more http://www.beabloo.com and if you want to help us grow further, come meet us!!

### About Us

**Locations**

Spain & China

**Summer Internships & Application Deadline**

We may have some internships on demand in the next months, so stop by our stand if you are interested in our project and let us know your areas of interest and your availability.

**Off Cycle Internships & Application Deadline**

We are looking for:

- International Business Development Manager
- Finance / administration
- Marketing

**Full Time Opportunities & Application Deadline**

English is a must in all positions. Spanish and Chinese are “nice to have”. For International Business Development Manager: French and/or German are “nice to have”

**Students Sought**

**How to Apply**

Drop your CV at our stand or you can find and apply to our offers at ...

LinkedIn: [https://www.linkedin.com/company/beabloo](https://www.linkedin.com/company/beabloo)

Website: [http://beabloo.com/digitalmarketing/hiring](http://beabloo.com/digitalmarketing/hiring)

**Selection Process**

The process will be first of all having a telephone interview with HR. After this, you will have an HR interview in our office, you will sit too with the Sales Director, you will meet the team and you will have another interview with the board.
TheFork, a TripAdvisor® brand, is the leading restaurant reservation platform in Europe with a network of more than 24,000 restaurants and more than 6 million users per month. The platform operates under the brand name ‘lafourchette’ in France and Switzerland, as ‘eltenedor’ in Spain, and as ‘TheFork’ in Italy, Belgium, Turkey, Sweden, Portugal and Brazil. The brand also operates in English language as ‘TheFork.com’, in the Netherlands as ‘IENS’ and as “Dimmi” in Australia.

TheFork connects diners and restaurants, allowing diners to research and make reservations online and restaurant owners to increase bookings and customer loyalty. Through TheFork website and mobile application, as well as through TripAdvisor’s restaurant and cities pages, users can check real-time availability, select a restaurant according to multiple criteria - including geographical area, type of cuisine, reviews and promotions - and make a reservation. For restaurants, the solution provides tools to manage online booking and discounts, streamline their operations, enhance service levels and maximize their fill rate of seated diners.

Barcelona

We look for international candidates mainly for management and sales roles. We recruit ongoing, depending on business needs. We currently have positions in:

• Inside Sales for different countries: 2 years of experience. Native language of the country to give service. Experience in sales force or similar is a plus.
• B2C or B2B positions, native language of the country to give service. Junior or less experience position.
• Supervisors: for different departments. Experience in management and develop teams and also experience in multicultural teams.

International business and management students, ideally with sales experience. Candidates must be fluent in English and with another languages (French, Danish, Turkish, Italian, Swedish, Dutch, Portuguese, Spanish, since we serve 12 countries from Barcelona offices.

Come to our stand at the Recruitment Fair or check available offers at www.eltenedor.es closer to your graduation. To apply you will need to send an English CV to rrhh@eltenedor.es

We adapt each recruitment process to the department needs, therefore each recruitment process will be different.
EPSILON TECHNOLOGIES

ABOUT US
Somos una compañía de “Social Media Analytics” and “Social Media Big Data” consolidada en el mercado español y en proceso de internacionalización. A través de nuestra herramienta Icarus (desarrollo propio) analizamos la Cuota de Mercado de las marcas y su competencia en redes sociales. Identificamos los contenidos y estrategias digitales más exitosos y extraemos factores clave de éxito. Actuamos como HUB de conocimiento y estrategia en redes sociales para transferir todo nuestro know how transversal a nuestros clientes (grandes multinacionales).

Trabajamos con los departamentos de marketing y comunicación de grandes multinacionales (Unilever, Pernod Ricard, Tous, BBVA, Endesa, Iberostar Hoteles, Acciona, Gas Natural, Decathlon, Nivea...). Somos sus partners estratégicos en analítica digital y social media con el objetivo de incrementar su negocio digital.

LOCATIONS
Sant Cugat del Vallés Edificio EsadeCreapolis

SUMMER INTERNSHIPS & APPLICATION DEADLINE
Estamos abiertos a seleccionar gente para los meses de verano.

OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE
Incorporación 01 de Marzo a 31 de Diciembre 2016 con posibilidad de pasar a forma parte de la plantilla fija de la compañía.

Descripción del Puesto: Analista Social Media Marketing.
- Análisis del rendimiento Digital de las Marcas y competidores.
- Análisis de cuotas de mercado en redes sociales.
- Benchmarking sobre estrategias del consumidor y extracción de insights accionables.
- Detección de tendencias social media
- Estudio de los planes de contenidos digitales y detección de oportunidades de comunicación.
- Reuniones presenciales en nuestros clients (grandes compañías) con los responsables de marketing para presentar los outputs estratégicos.
- Rápido aprendizaje en el mundo de los Analytics, Big Data, Redes sociales y digital marketing. Aptitudes muy demandadas por el mercado.

Perfil: Un estudiante en curso o ya licenciado de BBA (21 años) o MSC (entre 23 y 26 años) de nacionalidad Española que tenga interés en el mundo del marketing digital y busque trabajar en una startup en pleno crecimiento, donde pueda tener responsabilidades, liderar proyectos y consolidarse como profesional en un sector puntero como es el marketing digital y especialmente el mundo bigdata/analytics
- Buscamos gente con ambición y ganas de aprender de un mundo con un altísimo potencial (Analytics, Big Data, Social Media y Digital Marketing son disciplinas muy demandadas en el mercado)
- Gente con un rápido proceso de aprendizaje y flexibilidad para trabajar a nivel multidisciplinar.
- Con capacidad de responsabilidad para liderar proyectos y habilidades de front-office con cliente.
- No se requiere experiencia previa aunque valoramos conocimiento en el mundo del social media y marketing/comunicación

HOW TO APPLY
Visitar web Epsilon: www.epsilontec.com y envía tu candidatura a pforgas@epsilontec.com y mcarrillo@epsilontec.com

SELECTION PROCESS
3 entrevistas personales para evaluación del candidato
## JobAroundMe España

### About Us

JobAroundMe is a startup, that offers a complete experience about mobile recruitment technology for big and small companies. Our company sells different innovative solutions that enable companies to simplify and optimize their recruitments to reach their target audience.

Spain is the first country where the brand has been launched.

### Locations

Barcelona, Spain

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### Summer Internships & Application Deadline

To participate in the development of our brand in Spain, we look for a “digital / community Manager” in Barcelona. Reporting directly to the CEO, this internship is about reflection and implementation of external communication strategy of the company. Focusing mainly on the promotion of the brand to contribute to the development of startup in the country. You will:

- Prepare the annual strategic plan of communication (advertising, corporate, customer relations).
- Promote and maintain relations with the media and with external public: development and dissemination of press releases, prepare press kits.
- Coordinate relations with external agencies communication.
- Encourage social networks, mainly through the Facebook / twitter accounts to increase the visibility and notoriety among candidates and clients of the company.
- Carry out planning, monitoring and implementation of events to participate in the development of the brand in Spain.

### Full Time Opportunities & Application Deadline

Your are a fluent Spanish and English speaker (French or Catalan is an asset) Recognized as a persevering person, with a great breadth of vision and teamplayer. You enjoy new challenges in a technological environment, with great writing skills and impeccable spelling.

### How To Apply

Please visit our stand or send your CV to sebastien.faret@jobaroundme.es.

### Selection Process

The selection process will consist in an interview with the CEO.
**ABOUT US**

Live Further is a property manager focused on mid-term room rentals in shared flats. We provide an easy and personalized accommodation experience for young students and professionals going abroad.

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<tr>
<th>LOCATIONS</th>
<th>Barcelona</th>
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<tbody>
<tr>
<td>SUMMER INTERNSHIPS &amp; APPLICATION DEADLINE</td>
<td>Not Applicable</td>
</tr>
</tbody>
</table>
| OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE | CEO assistant  
Media Manager  
Customer Manager  
3 month internships |
| FULL TIME OPPORTUNITIES & APPLICATION DEADLINE | Not Applicable                                |
| STUDENTS SOUGHT    | BBA, MSc or MBA with  
• Excellent communication and interpersonal skills, including strong media and writing skills  
• Great time management and organizational skills, ability to multitask  
• NO previous experience required |
| HOW TO APPLY       | Drop your CV at our stand                      |
| SELECTION PROCESS  | Interview CEO or City Manager                 |
**PAACK LOGISTICS IBERIA, SL**

**ABOUT US**
High Growth Startup providing parcel delivery services for eCommerce omni-channel retailers such as El Corte Ingles. We deliver parcels in two hours in 6 major Spanish cities and currently expanding to new cities. Find out more at [http://paack.co/](http://paack.co/)

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<thead>
<tr>
<th>OFF CYCLE INTERNSHIPS &amp; APPLICATION DEADLINE</th>
<th>We need support and look for junior profiles for operations. You will be monitoring all delivery services and solving incidences. Join us in April 2016. Schedule: from 3pm to 9pm. Application deadline: March 10&lt;sup&gt;th&lt;/sup&gt; 2016.</th>
</tr>
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<table>
<thead>
<tr>
<th>FULL TIME OPPORTUNITIES &amp; APPLICATION DEADLINE</th>
<th>Not Applicable</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>STUDENTS SOUGHT</th>
<th>Proactive last year student with problem solving skills, responsible and amicable. Languages: advanced Spanish and English.</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>HOW TO APPLY</th>
<th>Please visit us at our stand or send CV to <a href="mailto:victor.obradors@paack.co">victor.obradors@paack.co</a> before March 10&lt;sup&gt;th&lt;/sup&gt;.</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>SELECTION PROCESS</th>
<th>After reviewing your CV we will invite successful candidates for an HR Interview. The final round will be with our partners.</th>
</tr>
</thead>
</table>
**PENSILK**

**ABOUT US**

Created in 2014, PENSILK is a communication agency specialized in brand content. Among clients: Orange, CNES, KONE, Pierre Hermé, Crédit Agricole S.A. etc. PENSILK has now to develop French and Spanish markets.

**LOCATIONS**

PARIS - BARCELONA

**SUMMER INTERNSHIPS & APPLICATION DEADLINE**

**OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE**

Your mission: French and Spanish markets development to have new clients. A part of your job will be to work on social media to improve Pensilk notoriety and imagine communication tools. You will also have to create and manage a team of writers in the two countries.

- **Beginning:** as soon as possible
- **Length:** 3 months minimum

**Application before 31th March.**

**FULL TIME OPPORTUNITIES & APPLICATION DEADLINE**

Your mission: French and Spanish markets development to have new clients. A part of your job will be to work on social media to improve Pensilk notoriety and imagine communication tools. You will also have to create and manage a team of writers in the two countries.

- **Beginning:** as soon as possible
- **Length:** 3 months minimum

**Application before 31th March.**

**STUDENTS SOUGHT**

At least a first experience in a company, better in business development and/or communication.

A very good level in French (fluent).

**HOW TO APPLY**

[www.pensilk.com](http://www.pensilk.com)

[contact@pensilk.com](mailto:contact@pensilk.com)

Link to your website, email address, drop CV at your stand, or invite students to visit ESADE job portal if you will publish them there in the future (recommended).

**SELECTION PROCESS**

CV and short motivation letter in French.

Interview.

Briefly indicate the process (i.e. tests, CV & Essays, HR interview, business Interview, assessment centre...), keeping into consideration the opportunities you have listed above.
Founded in Barcelona in 2013, at Signaturit we streamline the signing processes, sparing our customers the need to visit third-party websites or to download extra applications, while providing legally binding signatures.

**LOCATIONS**

| Barcelona |

**SUMMER INTERNSHIPS & APPLICATION DEADLINE**

| We are looking for students to start around April 2016 for 6 months |

**OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE**

| We are looking for students to start around April 2016 for 6 months |

**FULL TIME OPPORTUNITIES & APPLICATION DEADLINE**

| MSc or MBA ideally with previous Sales & Marketing (but not required) |

**STUDENTS SOUGHT**

| Languages: Good Level of English and Spanish are both required. |

**HOW TO APPLY**

| Visit our website www.signaturit.com, send your application by email to info@signaturit.com or drop your CV at our stand |

**SELECTION PROCESS**

| It includes an HR interview followed by and interview with a business representative. |
ABOUT US

At Verse, we are building a product that people love. We strive to create a superior user experience while empowering people to send and request money from any phone for just about anything.

Verse is backed by world-class investors such as Bernardo Hernández (Yahoo!, Google), DFJ (Skype, Tesla), Greg Kidd (Twitter, Square) and other top tier VCs and angels from all over the tech and payments industries.

Our team comes from Google, Amazon, Yahoo!, Microsoft and Tuenti. If you want to work hard, have fun and make history, Verse is the place to be!

LOCATIONS

Barcelona

SUMMER INTERNSHIPS & APPLICATION DEADLINE

Not Applicable.

OFF CYCLE INTERNSHIPS & APPLICATION DEADLINE

Do you speak in MAUs, WAUs, and DAUs, have a knack for setting KPIs, and a track record of finding inventive ways to exceed them? If so, you could make a huge impact at Verse as in Marketing & Growth. This could be a full or part time internship for junior and/or senior profiles.

FULL TIME OPPORTUNITIES & APPLICATION DEADLINE

Do you speak in MAUs, WAUs, and DAUs, have a knack for setting KPIs, and a track record of finding inventive ways to exceed them? If so, you could make a huge impact at Verse as a Head of Growth whose daily job is making Verse a better product and business.

STUDENTS SOUGHT

2+ years experience (for the full time role) doing product-oriented quantitative analysis preferably for a mobile technology company

• Fluency in SQL and experience with Tableau or other visualization technology

• Enjoys diving deep into the data to solve problems and understand the details

• Ability to initiate and drive projects to completion with minimal guidance

• Ability to communicate the results of analyses in a clear and effective manner

HOW TO APPLY

Apply through ESADE portal (ID: 15483) or drop your CV at our Stand (for both, the internship and the full time role).

SELECTION PROCESS

Interesting candidates will be invited for a personal interview.
# Wefitter

## About Us
Gamification and Rewarding Exercise and Healthy Lifestyles. Wefitter is a Saas platform that allows companies to motivate and reward employees and brand consumers. Check all business services at [www.wefitter.com/business](http://www.wefitter.com/business).

## Locations
Barcelona HQ and Worldwide, to work the business locally.

## Summer Internships & Application Deadline
International Students to develop WeFitter Business in new countries / continents. UK, Greece, South Africa, Israel & Latin America are the priority in our expansion strategy. Citizens from these countries will be highly valued to develop the business locally and remotely (from WeFitter office in Barcelona).

## Off Cycle Internships & Application Deadline
WeFitter is always looking for interns throughout the year to cover marketing and sales positions.

## Full Time Opportunities & Application Deadline
We need a candidate to make business proposals for our SaaS business as well as some Marketing tasks (Brand Challenges, partner offers, etc.). We are launching our new APP on February so this position is directly related to user engagement.

## Students Sought
Local and international BBA, MSc and MBA students.

## How To Apply
Write roger@wefitter.com to enquire about the ESADE internship or bring your updated CV at our Stand during the event.

## Selection Process
We will review your C.V and, if selected, proceed with a personal interview at WeFitter offices.