



EXPORT BUSINESS DEVELOPMENT TRAINEESHIP

Project Manager based in Sydney (6 months), then France (6 months)

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| Start of the traineeship: | From July 2011 for 12 months Paid traineeship |
| Offices in Australia and in France | SYDNEY (AUSTRALIA) / ALTIOS Australia Pty Ltd NANTES (FRANCE) / ALTIOS International Pty Ltd |
| Position: | Project Manager |
| Objective and timing | The first 6 months of the traineeship, will encompass: canvassing of Australian Exporters willing to do business overseas (Sydney) The following 6 months: Australian projects follow-up from the Altios International Head Office in Nantes (France) |
| Company Profile: | ALTIOS Australia Pty Ltd , subsidiary of the ALTIOS International Group www.altios-australia.com.au Business Consultancy/ Export Business Development Altios Australia, founded in 1991, is specialised in export and international business development. We are part of the Altios International Group, with offices in Australia (Sydney), China (Shanghai), Brazil (São Paulo), United-States (New York), India (New Delhi), France (Nantes and Lyon), Russia (Moscow). The Altios network also comprises 150 partners, covering 80 countries around the world. Over the past 20 years, we have assisted more than 3,000 companies to develop their business internationally. We are recognised as a key facilitator by a wide range of State and Industrial organisations around the world to handle international activities. We have also been officially subcontracted by several major French banks to manage their international export assistance programs. 10 staff in Australia |
| Core Business & Industries: | Market evaluation / business canvassing; sales network establishment; partner search & selection in all industries, products & services |
| Main Tasks: | 1) Business canvassing to identify Australian exporters willing to use ALTIOS services for their export business development 2) Canvassing to identify French companies willing to work with Australian exporters (potential clients and business partners) 3) Market evaluations and implementation missions |
| Trainee Profile required : | • Currently in Australia • Good interpersonal skills • Good level in both written and spoken French • Business and or marketing/communication oriented |

To apply:

UNSW students wishing to apply should email their resumes and cover letters to m.kofod@unsw.edu.au by 20th June 2011. Applicants will then be shortlisted.

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