

# DeustoInternationalTalent



THIRD EDITION

# International Internship Fair

The Deusto Business School Career Launch Services Department is pleased to invite you to our **International Internship Fair** at the **San Sebastian campus** on **October 24th**.

The only event of this type held at the University of Deusto. The fair mainly targets Deusto Business School Bachelor's degree students, double Bachelor's degree students and postgraduate students.

The fair is an excellent opportunity to speak personally with recruiters from multinational firms and find out about their requirements and internships.



**Angulas Aguinaga** is the leading company in modern fishmonger solutions in Spain, a benchmark of innovation and people management within the food sector, with a turnover of 286 million euros registered at the close of the 2018 fiscal year. It is a solid company whose business is based on constant innovation and a focus on quality and brand, supported by a close collaboration with the distribution channel. The mission of Angulas Aguinaga is to revolutionize food in service of the consumer, through key consumer experience concepts such as convenience, quality, and health.



**Banco Santander** is a commercial bank based in Spain and operates in 10 main markets. Santander is the largest bank in the euro area by market capitalization. Founded in 1857, it has 1,388 trillion euros in funds managed, 102 million customers, 14,392 branches, the largest international banking network, and 200,000 employees at the end of 2018. It is the largest financial group in Spain and Latin America. It also has significant positions in the United Kingdom, Portugal, Germany, Poland and the North-East of the United States. Banco Santander is currently undergoing a digital transformation process. New technologies play an essential role in this transformation process. It is essential to incorporate another way of talking and to attract the best talent.



This is a public company run by the **Basque Government**, which came about as a result of the merger of the international services of SPRI and the Internationalisation Area of the Basque Government's Department for Development and Infrastructures. We were set up with the firm commitment to gain flexibility and agility in order to offer a better service to Basque companies, with the added strength of the synergies that will inevitably arise from the merger of all the services within the same organisation. We have been working for more than 20 years on the development of business projects with an internationalisation vocation, providing full assistance regardless of the sector. A customised service to boost the company's exports and internationalisation, foster positioning activities in strategic markets, facilitate technical support in commercial and production plants, as well as providing support in projects funded by multi-lateral organisations. A service model based on segmented attention to companies that combines sectoral knowledge at our offices in the Basque Country and geographical knowledge in offices abroad, which results in greater specialisation and proximity and services that address the specific needs of companies.



Superior ingredients, a distinctive taste and strong, reliable brands are **Bolton Group's** successful recipe when it comes to food products. The secret ingredient lies in wholeheartedly supporting our customers' values, such as the taste for carefully prepared food that enhances the pleasure of sitting around the table. We deliver all of this through premium brands and products that testify to our commitment to quality, taste and innovation.



**Boston Consulting Group (BCG)** is a global management consulting firm and the world's leading advisor on business strategy. We partner with clients from the private, public, and not-for-profit sectors in all regions to identify their highest-value opportunities, address their most critical challenges, and transform their enterprises. Our customized approach combines deep insight into the dynamics of companies and markets with close collaboration at all levels of the client organization. This ensures that our clients achieve sustainable competitive advantage, build more capable organizations, and secure lasting results. Founded in 1963, BCG is a private company with more than 90 offices in 50 countries. For more information, please visit [bcg.com](http://bcg.com).



The **Gipuzkoa Chamber** is a non-profit organisation that serves companies and the general interest in Gipuzkoa:

- We are independent, representing all companies in Gipuzkoa. Our interest is to achieve success for companies and the general economic development of Gipuzkoa.
- We meet companies' needs with a variety of customised integral solutions.
- We specialise in planning, strategy and operational action for business development.
- We attract integral projects as an overseas business opportunity for our companies.
- We are reliable and trustworthy, guaranteeing professionalism and confidentiality.



**Citi**, founded in 1812 and headquartered in New York, is a global investment bank and financial services corporation with presence in 160 countries, more than 200,000 employees and a market capitalization in excess of \$150 billion. Citi's Investment Banking unit provides comprehensive financial advisory and capital raising services to top corporations and financial institutions, assisting in the execution of all kinds of corporate transactions, including sell side and buy side M&A, public tender offers, IPOs, rights issues, equity-linked, DCM, etc. Citi is the leading M&A advisor and ECM house in Iberia, with over 25 dedicated M&A professionals based in Spain & Portugal and supported by industry, country and product teams across EMEA, Americas and APAC.



**Deloitte** is the leading professional services firm in Spain and worldwide. We are currently present in more than 150 countries and have more than 200,000 professionals. We focus on the specific needs of each type of business, developing adapted solutions in the areas of Audit, Consulting, Risk Management, Legal and Tax Advice and Transaction Support.



**EY** is a global leader firm that provides assurance, tax, transaction and advisory services, with more than 250.000 professionals in more than 150 countries. In Spain we are more than 3.800 professionals divided in our 14 offices. We are committed to "building a better working world", which contributes for constructing a better world in our services lines and be relevant to our clients. Vision 2020 is our perception, which main purpose is to impact in our values and quality of work. It is focus on three different pillars: be relevant for the market, promote our high potential teams and capturing synergies for developing and promoting the local atmosphere; helping to provide and exceptional service to our clients.



**EDP** is a global energy company. We are one of the major energy sector players in the Iberian Peninsula. The group is present in Spain through generation, distribution and commercialization of electricity, gas and utility services.



**Hewlett Packard Enterprise** Company (also known as HP Enterprise and HPE) is an American multinational company that specializes in business IT (information technology). Our company was created in October 2014 when Hewlett Packard (HP) announced that it would split its traditional PC and printers business from its enterprise products and services, as HP Inc. and Hewlett Packard Enterprise, respectively.



**HispaVista** is a global management consulting, technology services and outsourcing company created in 1995. Committed to delivering innovation, HispaVista collaborates with its clients to help them become high-performance businesses and governments. With deep industry and business process expertise, broad global resources and a proven track record, HispaVista can mobilize the right people, skills, and technologies to help clients improve their performance. At HispaVista you can join ranks with more than 40 other highly talented professionals in 5 countries. They have extensive experience in a wide variety of industries in key business areas, including customer relationship management, supply chain management, business strategy, technology and outsourcing. They know the importance of leveraging affiliates and alliances to help drive innovative solutions.



**IMAP Albia Capital** is an independent organization specialized in the execution of mid-market M&A transactions, with multi-sector expertise. M&A services make up the core activity of IMAP Albia Capital, which was created to provide professional services to middle market companies and entrepreneurs in the processes of selling, acquiring and merging their firms, as well as to advise on performing other corporate development strategies required to develop a company's strategy. IMAP Albia Capital was founded in 2004 by highly experienced professionals. IMAP, the organization of which we are the exclusive Spanish members, is present in 40 countries all over the world and our team is made up of more than 500 professionals. IMAP is consistently ranked as the first independent firm among Top Ten world-wide Middle Market advisors, with ~200 M&A transactions per year.



**Jobandtalent** aims to change the job market to do it more efficient by helping millions of workers to increase their employability, their income and quality of life. How? Our app helps companies to hire the best professionals in a digital and flexible way. We offer jobs to tens of thousands of workers in hundreds of companies such as Amazon, Uber, Santander and H&M. We are distributed in offices across the United Kingdom, France, Spain, Germany, Sweden, Mexico and Colombia and we continue growing. We are one of the best-rated Spanish start-ups, with a turnover of 136M/€ in 2018.



**KPMG**, is the perfect place for your personal and professional development. We are a leading consulting, accountancy and law firm worldwide, with offices in more than 156 countries and more than 152,000 employees. We offer a multi-disciplinary approach and deep, practical industry knowledge to help our clients meet challenges and respond to opportunities. Wherever you join us, we'll empower you to be your best. You'll have the chance to work alongside some of the brightest minds in business, in a stimulating collaborative environment – a place where your contributions can make a real difference to our people, our clients and our communities. Delivering innovative approaches calls for diverse perspectives. Whatever background, KPMG can be the perfect fit.



**Lidl Stiftung, & Co.** KG is a German global discount supermarket chain, that operates over 10.500 stores across 30 countries and over 400.000 employees across Europe. Lidl is part of the Schwarz Group, the fourth-largest retailer in the world, that also owns the store chains Handelshof and hypermarket Kaufland. Our mission states that "we achieve long term success by investing in the recruitment, training and development of exceptional talent". Lidl Spain is a dynamic and competitive team working together to get the best service and our customers satisfaction. Lidl opened its first Spain store in 1994, changing store-buying customer experience, and offering the best quality with the best prices. Lidl Spain have today over 14.000 employees, 580 stores and 10 logistics platforms. Do you want to be part of our team?



**Management Solutions** is an international consulting firm whose core mission is to deliver business, risk, financial, organisational and process-related advisory services, targeting both functional aspects and the implementation of related technologies. We currently have a multidisciplinary team (functional, mathematical, technical and systems integration) of 2,200 professionals. We operate through 27 offices, 13 in Europe, 13 in the Americas and 1 in Asia, from where we regularly serve clients that operate in more than 40 countries across four major geographical areas (Europe, Americas, Asia and Africa).

Who We Are: **McKinsey** is a global firm, comprising more than 12,000 consultants and nearly 2,000 research and information professionals. Our clients reflect our global nature.

What We Do: We serve clients at every level of their organization, in whatever capacity we can be most useful, whether as a trusted advisor to top management or as a hands-on coach for front line employees. For every engagement, we assemble a team with the most appropriate experience and expertise. Our people are our greatest strength.



**Nestlé** is the world's largest food and beverage company. We have more than 2000 brands ranging from global icons to local favourites, and we are present in 189 countries around the world. Nestlé's purpose is enhancing quality of life and contributing to a healthier future. We want to help shape a better and healthier world. We also want to inspire people to live healthier lives. This is how we contribute to society while ensuring the long-term success of our company. As a global company, we have many opportunities. This could also mean an international career that broadens your experience and knowledge. The first decision you need to make is where your passion lies. We hire students onto internship and graduate programmes based in different areas of our business. If you are interested in joining our company, come and meet us at the Deusto's JobFair!



We are experts in accelerating the international expansion of companies, opening new markets and getting clients where we identify opportunities. Our **ONURA** team is composed of experts in the international field and commercial activity, that help companies go global. We define the action plan together with our clients and we make sure it is carried out. The ONURA methodology for the international expansion of companies has been proven in practice. Being a systematic work, our method is results-oriented, and always based on direct contact with the market.



**P&G** is the worldwide leader in Fast Moving Consumer Goods. We design, make and commercialize first quality products to improve our consumers' life. Our Brand Portfolio includes H&S, Dodot, Pantene, Gillette, Ariel, Evax and Don Limpio, among a total of more than 100 brands worldwide. P&G looks for last-year students, being the more valuable specialist fields Business Management, Economy, Superior Engineering, Law and Market Research, although other backgrounds will be also evaluated. Fluency in English is a must, as well as willingness to develop in a multicultural atmosphere. We look for people who want to grow and have the ability to adapt and become drivers of change. These are individuals who want to join a great working environment and have fun working together striving for excellence on a daily basis.



**PepsiCo** is a global food and beverage leader with net revenues of more than \$65 billion and a product portfolio that includes 22 brands that generate more than \$1 billion each in annual retail sales. Our main businesses – Quaker, Tropicana, Gatorade, Frito-Lay and Pepsi-Cola – make hundreds of enjoyable foods and beverages that are loved throughout the world. PepsiCo's people are united by our unique commitment to sustainable growth by investing in a healthier future for people and our planet, which we believe also means a more successful future for PepsiCo. We call this commitment Performance with Purpose: PepsiCo's promise to provide a wide range of foods and beverages from treats to healthy eats; to find innovative ways to minimize our impact on the environment by conserving energy and water and reducing packaging volume; to provide a great workplace for our associates; and to respect, support and invest in the local communities where we operate.



At **PwC**, our purpose is to build trust in society and solve important problems. It is this focus which informs the services we provide and the decisions we make. Demonstrating genuine leadership is more important to us than size or short term revenue growth. To achieve our aim to be recognized as the 'the leading professional services firm' we must be innovative, responsible and attract outstanding people. Attracting the right talent continues to be paramount and as a progressive employer we will continue to develop a diverse and agile workforce.



**RB** is the leading consumer health, hygiene and home company, operating in more than 60 countries with a growing community of 40000+ diverse, talented entrepreneurs. Our mission is to innovate continuously and the results can be seen in brands such as Air Wick, Finish, Vanish, Colon, Cillit Bang, Vitroclen, Durex, Nenuco, Strepsils or Veet. Our open and flexible culture means we're all free to make an impact. We're united through the shared belief that everyone, everywhere should be free to enjoy Healthier Lives and Happier Homes. It's a big ambition and we're determined to make it happen. Our vibrant work-places around the world provide space for people to grow as individuals whilst working dynamically across diverse teams.



**SALTO Systems** revolutionized access control with the introduction of the SALTO Virtual Network SVN data-on-card technology and the battery-operated wire-free electronic lock range in 2001. For nearly 20 years SALTO has been synonymous with innovative solutions, including stand-alone, cloud-based and mobile applications, that set new standards in security, manageability, flexibility and design that bring real-world benefits to virtually any type of door. Across a broad range of industries and applications, SALTO is widely recognized as a global market leader in electronic access control solutions.



**Simon-Kucher & Partners** is a global consulting firm specializing in TopLine Power®, which encompasses strategy, marketing, pricing, and sales. Our practice is built on evidence-based, practical strategies for profit improvement via the top line. Simon-Kucher & Partners is regarded as the world's leading pricing advisor and thought leader.

# AGENDA

**9:00 - 9:50**

## III International Internship Fair opening

With the motivational conference by Sergio Ezama, *Chief Talent Officer and CHRO Global Functions and Groups, Pepsico.*

📍 **Loyola Centrum**

**10:00 - 13:30**

## International Internship Fair

**14:00 - 15:00**

## Round table discussion topic:

Recruiting in the digital era.

📍 **Edificio Aranzadi**

## Speakers

### Maider Gangoiti

Oral Care eBusiness Leader  
P&G

### Milena Montesinos

VP of Global Operations  
Jobandtalent

### Iván Rosa Rodero

Regional Key Account  
Manager  
Reckitt Benckiser

### Álvaro Zorrilla

EMEA Talent Acquisitions  
Hewlett Packard  
Enterprise

## MAP

- 1 Nestlé
- 2 Mckinsey
- 3 PWC
- 4 Banco Santander
- 5 Lidl
- 6 Management Solutions
- 7 PepsiCo
- 8 Hispavista
- 9 Angulas Aguinaga
- 10 Simon Kutcher & Partners
- 11 RB
- 12 Citi
- 13 Cámara de Gipuzkoa
- 14 Deloitte
- 15 P&G
- 16 Hewlett Packard Enterprise (HPE)
- 17 Jobandtalent
- 18 IMAP Albia Capital
- 19 Basque Trade & Investment
- 20 Salto Systems
- 21 EY
- 22 BCG

- 23 KPMG
- 24 Bolton Food
- 25 Onura
- 26 Fundación EDP

• **D. Aranzadi Building**

• **P. Altuna Building**

• **F. Garate Building**





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