

Selecție mobilități de practică Erasmus+vară 2022, sesiunea Mai 2022

Biroul Erasmus+ al Universității Babes-Bolyai alături de AIESEC Cluj-Napoca vă invită să participați la sesiunea de selecție din luna mai 2022 având ca scop mobilități de practică în cadrul programului Erasmus+, pentru vara anului 2022, destinată studenților înmatriculați la nivelul licență (anul 1 și 2) și masterat (anul 1).

Selecția va consta într-un interviu online inițial în limba engleză cu comisia de selecție formată din membrii Biroului Erasmus+, AIESEC Cluj-Napoca și reprezentanții instituțiilor partenere, în baza unui dosar de candidatură.

Dosarul de candidatura trebuie trimis în format pdf până în data de 22.05.2022 ora 13.00 la următoarea adresă de mail: oana.cozmuta@ubbcluj.ro, și trebuie să conțină următoarele elemente

- ❖ [fișa candidatului](#) – câte una pentru fiecare destinație aleasă*, respectând următoarele mențiuni:
 - La rubrica **Facultatea care oferă mobilitatea** notați Biroul Erasmus+ și AIESEC Cluj-Napoca
 - La rubrica **Universitatea sau instituția pentru care aplicați** notați codul proiectului pentru care aplicați
- ❖ [declarație tip](#);
- ❖ Curriculum Vitae formatul Europass în limba engleză;
- ❖ scrisoare de motivație în limba engleză-câte una pentru fiecare destinație aleasă *
- ❖ certificat de competență lingvistică pentru limba engleză (Cambridge, IELTS, Alfa, Lingua, etc)- studenții care nu dețin un certificat de competență lingvistică până la data selecției, vor adăuga în dosar o declarație pe proprie răspundere prin care își exprimă acordul de a participa la sesiunea de testare lingvistică on-line care va avea loc după selecție, și vor putea fi declarați admiși doar după promovarea testului cu calificativul B1-B2;
- ❖ adeverință de la facultate în care este menționată media obținută la ultima sesiune de examene;
- ❖ dovada creării contului pe situl AIESEC, primită pe mail-ul personal.

* Deoarece este un număr limitat de locuri, puteți candida pentru mai multe destinații. În acest sens, vă rugăm să completați câte o fișă a candidatului și o scrisoare de motivație pentru fiecare opțiune, menționând codul fiecărui proiect, respectiv ordinea preferinței dumneavoastră.

Calendarul selecției:

- 02.05.2022-22.05.2022, ora 13.00–trimiterea dosarelor de candidatură în format pdf la următoarea adresă de mail: oana.cozmuta@ubbcluj.ro
- 16.05.2022-reactualizarea anunțului de selecție, cu posibile noi destinații
- 24.05.2022, ora 17.00- afișarea programărilor la interviu a candidaților
- 25.05.2022- interviul inițial cu comisia de selecție formată din membrii Biroului Erasmus+, AIESEC Cluj-Napoca și reprezentanții instituțiilor partenere
- 26.05.2022- afișarea listei cu studenții care au fost selectați în urma primului interviu
- 27.05.2022- depunerea contestațiilor
- 30.05.2022-rezolvarea contestațiilor
- 31.05.2022- testarea lingvistică online pentru studenții selectați care nu au prezentat un certificat de competență lingvistică până la data interviului

Important!!!

Lista destinațiilor a fost actualizată, introducând 4 destinații noi în Serbia.

Din păcate proiectul Project Cod: Pr.8 Vilnius-QE a fost anulat.

Vă rugăm să reverificați destinațiile pentru care ați optat, în eventualitatea în care acestea au fost anulate, alegând destinații noi, pentru care puteți trimite dosarul de candidatură până în data de 22.05.2022 ora 13.00, la următoarea adresă de mail: oana.cozmuta@ubbcluj.ro

Important!!!

- Pentru a putea lua în considerare candidatura dumneavoastră, vă rugăm să vă creați un cont pe pagina AIESEC, accesând următorul link <https://aiesec.org/>, și să adăugați în dosarul de candidatură dovada creării contului primită pe mail-ul personal.
- Grantul Erasmus este în valoare de 670 sau 720 Euro pe lună, în funcție de țara gazdă.
- Durata unei mobilități este de minim 60 de zile.
- Studenții selectați vor achita către AIESEC Cluj-Napoca o taxă de mobilitate în valoare de 160 Euro, iar la începerea mobilității, vor achita taxa de proiect către compania/organizația gazdă, care diferă în funcție de proiectul în care vor fi implicați.
- Cazarea este suportată de către companii/organizații pe durata proiectului (conform tabelului de mai jos), iar diferența de zile până la minimumul de 60 este acoperită de către student din grantul Erasmus.
- În cazul în care vor apărea proiecte noi, lista acestora va fi actualizată în data de 16.05.2022 – vă rugăm să reverificați lista începând din această dată.

Descriere Proiecte

| No. | Project Cod: Pr.1 Belgrad-IT | | |
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| 1 | Location:Belgrad, Serbia | Project duration: 11.07.2022-22.08.2022 | Slots:1 |
| <p>Project &Description: QA Software Tester</p> <p>QA tester run various tests on software to ensure it meets all standards and guidelines and is ready to be marketed to consumers. They identify issues and run debugging programs as needed. QA testers also generate reports and work with software developers to correct issues.</p> <p>About Unicom Telecom</p> <p>Unicom is a group of companies, focused on system integration, software development, cloud cybersecurity services and IT distribution, nurturing a culture of innovation and people development. The main customer segments of the company are telco, government, finance and corporate sectors. The strongest expertise is on cybersecurity, network and IT infrastructure, analytics solutions and product development. The IP portfolio includes: UniTF Cybersecurity Management Platform (SIEM & UEBA). Mobile device and parental control solution. Carrier-grade lawful session tracking. Consent and privacy management. Unicom operates a CERT and Security Operations Center and provides cloud based and operational security services.</p> <p>Responsibilities:</p> | | | |



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| | <ul style="list-style-type: none"> • Executes test cases under varying circumstances • Documents and evaluates test results • Detects, logs, and reports program bugs and glitches • Tracks defects and helps troubleshoot errors • Reviews test procedures and develops test scripts • Partners with developers and engineers to drive QA efforts | | |
| | Required Skills: <ul style="list-style-type: none"> • English- C2 (Required) • SQL (Required) • Programming skills (Required) | Background: <ul style="list-style-type: none"> • Computer Sciences (Required) • First year Master student | |
| | Benefits: Accomodation, Computer-provided | | |
| | Erasmus+ grant: 670 Euro | Project fee: - | AIESEC fee: 179 Euro |
| | Application link: https://aiesec.org/ | | |
| No. | Project Cod: Pr.2 Belgrad -MKT | | |
| 2 | Location: Belgrad, Serbia | Project duration: 11.07.2022-22.08.2022 | Slots: 1 |
| | Project &Description: Creative assistant in marketing We are looking for a student to join the team in developing a marketing campaign, creating a brand awareness strategy for the company which includes: Turning ideas into concepts, concepts into precise and compelling messages, messages into inspiring, engaging, captivating content and finding ways to place it in front of the right audience and stakeholders. Sapfo Groove Initiative is committed to offering an alternative approach to leadership, so we are looking for a student who is curious about leadership. This project is focused on a brand awareness campaign delivered via sprints and at the end of the internship, the student will have a cross-sector experience essential for working in a hybrid environment. About Sapfo Groove Initiative Sapfo Groove Initiative LLC is committed to offering an alternative approach to leadership. We know that progressive brands simply don't do things in typical ways. So why choose a typical approach to leadership? | | |
| | Responsibilities: <ul style="list-style-type: none"> • doing research in order to form creative concepts • turning concepts into presentations | | |



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| <ul style="list-style-type: none"> • communication with stakeholders • copywriting • storytelling • creating a storyboard for the brand awareness campaign | | |
| Required Skills: <ul style="list-style-type: none"> • English- B2 (Required) • Communication(Required) • Digital Marketing (Required) • Content Marketing (Required) • Critical Thinking (Required) | <ul style="list-style-type: none"> • Time Management (Required) • Detail Oriented (Required) • Creativity (Required) | Background: <ul style="list-style-type: none"> • Marketing |
| Benefits: Accomodation-provided | | |
| Erasmus+ grant: 670Euro | Project fee: - | AIIESEC fee: 179 Euro |
| Application link: https://aiesec.org/ | | |

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| No. | Project Cod: Pr.3 Belgrad –Bus. Admin. | | |
| 3 | Location: Belgrad, Serbia | Project duration: 11.07.2022-22.08.2022 | Slots: 1 |
| <p>Project &Description: Business Development Assistant</p> <p>We are looking for a student to join the business development team in order to support a brand awareness campaign. The student communicates with stakeholders. The student is responsible for partnerships and sponsorships and should recognize different opportunities for collaboration with stakeholders. Sapfo Groove Initiative is committed to offering an alternative approach to leadership, so we are looking for a student who is curious about leadership. This project is focused on a brand awareness campaign delivered via sprints and at the end of the internship, the student will have a cross-sector experience essential for working in a hybrid environment.</p> <p>About Sapfo Groove Initiative</p> <p>Sapfo Groove Initiative LLC is committed to offering an alternative approach to leadership. We know that progressive brands simply don't do things in typical ways. So why choose a typical approach to leadership?</p> <p>Responsibilities:</p> | | | |



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| <ul style="list-style-type: none"> • doing market research • communication with stakeholders • meetings with stakeholders • communication with partners | | |
| RequiredSkills: <ul style="list-style-type: none"> • English- B2 (Required) • Time Management (Required) • Critical Thinking (Required) • Communication (Required) | | Background: <ul style="list-style-type: none"> • Business Administration |
| Benefits: Accomodation -provided | | |
| Erasmus+ grant: 670 Euro | Project fee: - | AIESEC fee: 179 Euro |
| Application link: https://aiesec.org/ | | |

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| No. | Project Cod: Pr.4 Belgrad –Sales | | |
| 4 | Location: Belgrad, Serbia | Project duration: 11.07.2022-05.09.2022 | Slots: 2 |
| Project &Description: Market Research Analyst Your role is to find potential clients based on defined criteria, by market researching and analyzing. | | | |
| About Byteout Software ltd We build custom software wholly tailored to the demands and requirements of our clients' business, users and customers. Our services include development of web and mobile solutions. Over the past 12 years since we started, we have also developed several of our own products, including OmniShop which is our main focus now. With this product, we want to help business owners of internet shops to get an Android or iOS app for their shop in the quickest, simplest possible way. | | | |
| Responsibilities: <ul style="list-style-type: none"> • market research • lead generation • data analysis | | | |



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| <ul style="list-style-type: none"> • good case practice research • improvement of our processes • trends analysis <p>(Based on candidate's preferences and company needs, it is possible to gain some other tasks and responsibilities if agreed upon.)</p> | | |
| RequiredSkills: <ul style="list-style-type: none"> • English- B2 (Required) • Solution Orientation (Required) • Detail Oriented (Required) • Organisational Management (Required) • Analytical Thinking (Required) | | Background: <ul style="list-style-type: none"> • Sales • First year Master student |
| Benefits: Accomodation -provided | | |
| Erasmus+ grant: 670 Euro | | Project fee: - |
| AIIESEC fee: 179 Euro | | |
| Application link: https://aiesec.org/ | | |

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| No. | Project Cod: Pr.5 Novi Sad –IT | | |
| 5 | Location: Novi Sad, Serbia | Project duration: 12.07.2022-23.08.2022 | Slots: 1 |
| Project &Description: Frontend Developer In this role, you will be responsible for developing and implementing user interface components using React. js concepts and workflows such as Redux. You will also be responsible for profiling and improving front-end performance and documenting our front-end codebase. | | | |
| About NOVIPROG We are a fast growing company with many years of experience in the development of high quality software solutions and mobile applications mainly for foreign clients. Noviprogram is a software development company whose main goal is to deliver exceptional and high quality software solutions, ensuring that we exceed our clients' demands. Our services are available to small and medium-sized companies all around the world. We strive to present workable and adaptable software solutions that can be easily maintained, providing the workforce of the clients' companies with efficient software solution. | | | |
| Responsibilities: <ul style="list-style-type: none"> • Meeting with the development team to discuss user interface ideas and applications. • Reviewing application requirements and interface designs. • Identifying web-based user interactions. | | | |



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| | <ul style="list-style-type: none"> • Developing and implementing highly responsive user interface components using react concepts. • Writing application interface codes using JavaScript following react. js workflows. • Troubleshooting interface software and debugging application codes. • Developing and implementing front-end architecture to support user interface concepts. • Monitoring and improving front-end performance. • Documenting application changes and developing updates | | |
| | RequiredSkills: <ul style="list-style-type: none"> • English- B2 (Required) • Javascript • React JS • CSS • HTML | Background: <ul style="list-style-type: none"> • Software development and programming • First year Master student | |
| | Benefits: Accomodation, computer -provided | | |
| | Erasmus+ grant: 670 Euro | Project fee: - | AIESEC fee: 179 Euro |
| | Application link: https://aiesec.org/ | | |
| No. | Project Cod: Pr.6 Novi Sad –MKT & Sales | | |
| 6 | Location: Novi Sad, Serbia | Project duration: 12.07.2022-23.08.2022 | Slots: 1 |
| | <p>Project &Description: Marketing and Sales Assistant Assisting the Business Development Manager by supporting the social media channels and actively participating in the lead generation campaigns. The intern will also be conducting research to identify new potential clients and report on research findings.</p> <p>About Vizlore Labs VizLore Labs Foundation (VLF) is a non for profit R&D organization focused on innovative projects in all IoT verticals. Our vision is to lead regional ICT technology related innovation and seed entrepreneurship culture. Our team comprises 6 field experts in ICT and IoT systems, project management and business strategy development supported with 6 experienced developers and 5 junior developers.</p> | | |
| | Responsibilities: <p>Marketing activities:</p> <ul style="list-style-type: none"> • Creating marketing materials (presentations, infographics, documents) • Generating content for social media posts (visual and text) | | |



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| | <ul style="list-style-type: none"> • Creating videos that highlight the benefits of our solutions. • Helping us grow our network of followers among social media channels. • Actively participating in relevant social media groups by promoting our solutions <p>Sales activities:</p> <ul style="list-style-type: none"> • Identifying new potential clients • Performing lead generation campaigns • Creating email templates for the purpose of client nurturing | | |
| | <p>RequiredSkills:</p> <ul style="list-style-type: none"> • English- B2 (Required) • Computer • Wordpress | <p>Background:</p> <ul style="list-style-type: none"> • Economics • First year Master student | |
| | Benefits: Accomodation-provided | | |
| | Erasmus+ grant: 670 Euro | Project fee: - | AIIESEC fee: 179 Euro |
| | Application link: https://aiesec.org/ | | |
| No. | Project Cod: Pr.7 Vilnius-Bus. Admin. | | |
| 7 | Location: Vilnius, Lithuania | Project duration: starting with 01.07.2022-tbd | Slots: 1 |
| | <p>Project &Description: Business Expansion</p> <p>Tempus Trans are purposeful and stable and fast-growing participants in the international logistics business, who have earned the trust of regular customers and partners. Business Expansion in Poland and Romania market is a position in which your main goals are to analyze market, search, and contact new clients. This company already has a fifth trainee. FOR THIS OPPORTUNITY CANDIDATE MUST HAVE POLISH OR ROMANIAN NATIONALITY.</p> <p>About Tempus Trans UAB Tempus Trans is a company providing efficient transport and logistics services. Launched in 2006 as a freight forwarding company, Tempus Trans has grown into a group of companies capable of offering customers a comprehensive range of high-quality logistics services.</p> | | |
| | <p>Responsibilities:</p> <ul style="list-style-type: none"> • Market analysis in the Polish or Romanian logistics sector; • Search for potential customers/partners, creation of a database; | | |



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| <ul style="list-style-type: none"> • Development/adaptation of sales material for the Polish or Romanian market; • Contacting and maintaining relationships with existing/future clients or partners; • Active B2B sales; • Search for new development opportunities.. | | |
| Required Skills: <ul style="list-style-type: none"> • English- B2 (Required), Romanian/Polish • Presentation skills • Sales • Client servicing • Internet usage • Mac usage | | Background: <ul style="list-style-type: none"> • Business Administration • Marketing • First year Master student |
| Benefits: Computer -provided | | |
| Erasmus+ grant: 670 Euro | Project fee: 69 Euro | AIIESEC fee: 160 Euro |
| Application link: https://aiesec.org/ | | |

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| No. | Project Cod: Pr.8 Vilnius-QE Anulat, va rugam sa consultați noile destinații disponibile, menționate începând cu Nr. Crt. 13 până la Nr. Crt. 16 | | |
| 8 | Location: Vilnius, Lithuania | Project duration: 16.08.2022-27.09.2022 | Slots: 1 |



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| No. | Project Cod: Pr.9 Anykščiai- 1 WEG | | |
| 9 | Location: Anykščiai, Lithuania | Project duration: 27.06.2022-08.08.2022 | Slots: 4 |
| | Project &Description: Decent Work And Economic Growth | | |
| | The project aims to impact SDG #8 by providing young people with soft and hard skills trainings, needed to qualify for a decent job, and career guidance. | | |
| | Responsibilities: | | |
| | Global Volunteers will collaborate with formal and technical schools to create and conduct soft and hard skills trainings as well as providing career guidance for local youth and building up entrepreneurship skills. | | |
| | Required Skills: | | Background: |
| <ul style="list-style-type: none">• English- B2 (Required)• Problem Solving• Language Teaching• Communication | | <ul style="list-style-type: none">• Education | |
| Benefits: Accommodation, transportation, 3 meals per day -provided | | | |
| Erasmus+ grant: 670 Euro | | Project fee:- | AIESEC fee: 160 Euro |
| Application link: https://aiesec.org/ | | | |



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| No. | Project Cod: Pr.10 Anykščiai- 2 WEG | | |
| 10 | Location: Anykščiai, Lithuania | Project duration: 04.07.2022-15.08.2022 | Slots: 2 |
| Project &Description: Decent Work And Economic Growth | | | |
| The project aims to impact SDG #8 by providing young people with soft and hard skills trainings, needed to qualify for a decent job, and career guidance. | | | |
| Responsibilities: | | | |
| Global Volunteers will collaborate with formal and technical schools to create and conduct soft and hard skills trainings as well as providing career guidance for local youth and building up entrepreneurship skills. | | | |
| Required Skills: | | Background: | |
| <ul style="list-style-type: none">• English- B2 (Required)• Problem Solving• Language Teaching• Communication | | <ul style="list-style-type: none">• Education | |
| Benefits: Accommodation, transportation, 3 meals per day -provided | | | |
| Erasmus+ grant: 670 Euro | | Project fee:- | AIIESEC fee: 160 Euro |
| Application link: https://aiesec.org/ | | | |



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| No. | Project Cod: Pr.11 Pamukkale SC | | |
| 11 | Location: Pamukkale, Turkey | Project duration: 18.07.2022-29.08.2022 | Slots: 3 |
| | Project &Description: Speaking Club-Quality Education | | |
| | The project aims to impact SDG #4 by generating awareness and fostering engagement towards the sustainable development goals and global citizen values. | | |
| | Responsibilities: Global Volunteers will be responsible for fostering educational spaces on the Sustainable Development Goals, as well as local and global issues in collaboration with schools or local NGOs in various communities. The project will be carried out using interactive, non-formal educational methods and organizing and delivering practical spaces or events. | | |
| | Required Skills: <ul style="list-style-type: none"> • English- B2 (Required) • Creativity • Language Teaching • Adaptability | Background: <ul style="list-style-type: none"> • Education • Languages | |
| | Benefits: Accommodation, 1 meal per day -provided | | |
| | Erasmus+ grant: 670 Euro | Project fee:- | AIIESEC fee: 160 Euro |
| | Application link: https://aiesec.org/ | | |



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| No. | Project Cod: Pr.12 Denizli Merkez-RI | | |
| 12 | Location: Denizli Merkez, Turkey | Project duration: 18.07.2022-29.08.2022 | Slots: 4 |
| Project &Description: Reduced Inequalities | | | |
| The project aims to impact SDG #10 by fostering educational spaces on the basics of inequality as well as promoting local initiative to tackle discrimination and inequality in the community | | | |
| Responsibilities: | | | |
| Global Volunteers will be responsible for delivering workshops and dynamics on human rights, inequality and inclusion issues. Volunteers will support students on becoming agents of change by creating local initiatives to tackle inequality in the community. | | | |
| Required Skills: | | Background: | |
| <ul style="list-style-type: none">• English- B2 (Required)• Communication• Creativity• Leadership• World Citizenship• Team Management | | <ul style="list-style-type: none">• Education• Communication and Journalism• Social Work | |
| Benefits: Accomodation, 1 meal per day | | | |
| Erasmus+ grant: 670 Euro | | Project fee: - | AIESEC fee: 160 Euro |
| Application link: https://aiesec.org/ | | | |



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| No. | Project Cod: Pr.13 Kragujevac-Market Analyst | | |
| 13 | Location: Kragujevac, Serbia | Project duration: 11.07.2022-22.08.2022 | Slots: 1 |
| <p>Project &Description: Market Analyst</p> <p>Thousands of us around the world wake up every day with a common purpose to make the world a safer, more secure and sustainable place. Science in business is in our modus operandi and we are endlessly curious and passionate about seeking and speaking the real options for business growth and delivering value for clients. Watchout Security stands at the forefront of technological advancement, and we are continually challenged to find new ways to foster growth through business internationalization. Thus we are seeking for Market Analyst who will be dedicated to discover opportunity for developing operation in EU countries for our business.</p> <p>About Watchout Security</p> <p>Watchout Security is a family-owned company that provides security and property protection services. Through a unique approach, application of modern technologies, digitalization of business and teamwork, the company has recorded continuous growth and development of business during all previous years. We value the individual contribution of each employee to the results achieved, with a focus on competencies and with respect for the value of our company. Sophistication of technological solutions we use in our work, continuous education and staff development, monitoring of innovations and adaptation to technical and technological progress and business in accordance with good business practice in the Republic of Serbia have made Watchout Security as one of a leading company in physical and technical security in the country. We follow global trends in the field of security and use them to protect our buildings, houses, pharmacies, schools! We have the most modern control center, which is rated the highest by competent organizations. We use the best CRM solution (giANT) and ERP solution (Saop iCentar) on the market as tools.</p> <p>Responsibilities:</p> <ul style="list-style-type: none"> • Collect data on consumers, competitors and market place and consolidate information into actionable items, reports and presentations • Understand business objectives and design surveys to discover prospective customers' preferences • Compile and analyze statistical data using modern and traditional methods to collect it | | | |



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| <ul style="list-style-type: none"> • Perform valid and reliable market research SWOT analysis • Interpret data, formulate reports and make recommendations • Use online market research and catalogue findings to databases • Provide competitive analysis on various companies' market offerings, identify market trends, pricing/business models, sales and methods of operation • Evaluate program methodology and key data to ensure that data on the releases are accurate and the angle of the release is correct • Remain fully informed on market trends, other parties researches and implement best practices | | |
| Required Skills: <ul style="list-style-type: none"> • English- B2 (Required) • Data Management • Research (Required) • Market Research (Required) • Database Management (Required) • Analytical thinking (Required) • Google Drive | <ul style="list-style-type: none"> • Microsoft Word (Required) • Microsoft Excel (Required) • Microsoft Access (Required) • Digital Marketing (Required) • Internet usage (Required) • Data Analysis (Required) • Data Analytics (Required) | Background: <ul style="list-style-type: none"> • Economics (Required) • Marketing • First year Master student |
| Benefits: Accommodation, computer | | |
| Erasmus+ grant: 670 Euro | Project fee: - | AIESEC fee: 179 Euro |
| Application link: https://aiesec.org/ | | |



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| No. | Project Cod: Pr.14 Kragujevac-Business Development | | |
| 14 | Location: Kragujevac, Serbia | Project duration: 11.07.2022-22.08.2022 | Slots: 1 |
| <p>Project &Description: Business Development Representative Dedicated work on one project, with a “High profile” client, where you will have the opportunity to work, communicate and learn from the world's largest top 500 Fortune companies and brands, such as Nestle, Lego, Loreal, Campari, Coca-Cola (clients)... from all over the world. That is why we expect you to have an extremely highly developed mindset, business culture, seriousness as well as English level C. Also, you will need to be extremely persistent, because only persistence and hard work bring results, and that is especially crucial when working with the world's largest companies. Since you will communicate, you need to have highly developed skills of written, verbal and non-verbal communication.</p> <p>About Proman Consulting Proman is a creative full-service studio creating identities, campaigns, social strategy and content creation, we protect and grow online sales, building up small businesses. We help clients solve business problems by fusing creativity, innovation, strategy, and craft. We customize each marketing strategy and project to meet the needs of each client, from manufacture companies and online services to local, service-based businesses. Our strategy is partnerships. Our focus is on YOU!</p> <p>Responsibilities:</p> <ul style="list-style-type: none"> • Defining and finding leads at target companies • Preparing a tailored pitch for the first contact (based on the company profile, role of the lead, proposed solutions) • Contacting the leads to set up the introductory meeting (meeting is then attended by senior sales team members) • Finding and contacting new leads at existing Clients’ companies to find new business opportunities | | | |
| <p>Required Skills:</p> <ul style="list-style-type: none"> • English- B2 (Required) • Communication (Required) • Organisational Management (Required) • Sales (Required) | | <ul style="list-style-type: none"> • Leadership • Consulting • Microsoft Excel (Required) • Microsoft Powerpoint (Required) • Microsoft Word (Required) • Digital Marketing (Required) | <p>Background:</p> <ul style="list-style-type: none"> • Marketing • Sales • First year Master student |
| Benefits: Accomodation, computer | | | |
| Erasmus+ grant: 670 Euro | | Project fee: - | AIIESEC fee: 179 Euro |
| Application link: https://aiesec.org/ | | | |



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| No. | Project Cod: Pr.15 Kragujevac-Web designer | | |
| 15 | Location: Kragujevac, Serbia | Project duration: 11.07.2022-22.08.2022 | Slots: 1 |
| | Project &Description: Web designer | | |
| | About LionEight | | |
| | <p>LionEight is a software services company dedicated to web and mobile development. We provide top-quality software development services to customers in many sectors. We strive for excellence in the transport industry by producing reliable and accurate software for the American market. The company is in rapid development, and we keep pace with the best trends in the technical sense. Our crew work to make our customers happy and content through dedication and professionalism.</p> | | |
| | <p>Responsibilities:</p> <ul style="list-style-type: none"> • Research • Design system: - Type scale - Color palette - Layouts - Components/Elements - Screens/ Responsive design • Wireframe • Content replacement • Prototype • Final presentation | | |
| <p>Required Skills:</p> <ul style="list-style-type: none"> • English- B2 (Required) • Adobe Illustrator (Required) • Web content(Required) • UI design (Required) • UX (Required) • HTML (Required) • CSS (Required) | | <p>Background:</p> <ul style="list-style-type: none"> • Design (Required) • Software development and programming • First year Master student | |
| Benefits: Accomodation, computer | | | |
| Erasmus+ grant: 670 Euro | | Project fee: - | AIESEC fee: 179 Euro |
| Application link: https://aiesec.org/ | | | |



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| No. | Project Cod: Pr.16 Kragujevac-IT jr | | |
| 16 | Location: Kragujevac, Serbia | Project duration: 11.07.2022-22.08.2022 | Slots: 1 |
| | Project &Description: Junior IT consultant | | |
| | The trainee will research existing solutions and give his contribution in the area that best suits his development of the MESPLANT production process monitoring system | | |
| | About ELPLANT DOO | | |
| | The company ELPLANT DOO is a young and small IT company engaged in the development of software systems for control and monitoring of the most modern processes in various industries at the international level. | | |
| | Responsibilities: | | |
| <ul style="list-style-type: none"> • Research and document existing solutions on the market • Development of a test Web client application - Front End, including a graphic design proposal • Work with IIoT and MQTT communication • Introduction to industrial applications | | | |
| Required Skills: | | Background: | |
| <ul style="list-style-type: none"> • English- B2 (Required) • Programming skills (Required) • HTML (Required) • Javascript (Required) • Artificial Inteligence | | <ul style="list-style-type: none"> • Software development and programming • First year Master student | |
| Benefits: Accomodation, computer | | | |
| Erasmus+ grant: 670 Euro | | Project fee: - | AIESEC fee: 179 Euro |
| Application link: https://aiesec.org/ | | | |