



CAREER FAIR 2019

GUIDE

UNISG CAREER CENTER

MAY 22-23-24

WELCOME

In the decade since my UNISG graduation I continually observe how the university experience influences students - both personally and professionally.

At the heart of it, we all wind up at UNISG because we value real food. We recognize that it's complex, and that creating traditional foods takes time, training, understanding, and appreciation. Seeking it out is valuable - even if it takes more effort.

Yet somehow when we approach job seeking we defer to the 'fast' culture that we detest when it comes to food. We assume that a single career day can yield meaningful work, we obsess over our CV, or worse, we assume that it is someone else's responsibility to provide us with the perfect work opportunity.

The truth is that the pursuit of worthy food work mirrors the the pursuit of worthy food: it takes time, energy, patience, creativity, and curiosity. Engage in the process, enjoy it, make mistakes, learn, and share with others. The whole experience will ultimately be much more rich, in terms of fulfillment and compensation - even if it takes time to end up where you want to go.

This world of food culture still has so much opportunity - there are so many problems to solve, and there are so many ways to contribute. I look forward to seeing what you do with you the experiences and resources at your fingertips.

TAYLOR COCALIS

taylor@goodfoodjobs.com

Co-Founder, Good Food Jobs

Co-Founder, Suarez Family Brewery

Master in Food Culture & Communications, 2006



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Click on each title for more information (not available on mobile)



May 22

FOOD POLICY CAREERS

- Meet International Organizations and NGOs representatives
- Get to know more about the opportunities in Food Policy
- Have you the right profile for this field? Find it out!

ENTREPRENEURSHIP

- Meet food focused innovators and incubators
- Have workshops on entrepreneurship
- Present your own business ideas to a panel of experts

[Go to page 8](#)

May 23

COMPANY INSIGHTS

- Meet worldwide leading food businesses and organizations
- Network with professional of the food sector
- Get to know what kind of profiles are researched by companies

WORKSHOPS

- Interact with companies and show your skills
- Discover more about them in an innovative way

CV REVIEW & MOCK INTERVIEWS

- Have your CV/Resume reviewed by international head-hunters
- Test yourself on mock interviews and find out how you can improve
- Get ready for the job market thanks to the advice of real HRs

[Go to page 18](#)

May 24

JOB & INTERNSHIP INTERVIEWS

- Attending companies and organisations looking for a **specific candidate to fill a specific position**
- 30-minutes- long interviews

TALENT ACQUISITION SESSIONS

- Attending companies and organisations **looking for talents** to fill positions that don't necessarily exist now
- 30-minutes- long interviews

[Go to page 31](#)

Before the Fair

Have you:

- Booked the events you would like to attend?
- Applied for internship and job positions you are interested in?
- Done some research on the organisations and companies that you want to approach on the first day? Start with reading their profiles in this guide and exploring their websites
- Prepared some relevant questions that demonstrate your interest in that area of work? Don't forget about the numbers! Finding some numbers, percentages, increases, or quotas you can use when talking about your responsibilities and accomplishments really sweetens the deal and helps you tell a hiring manager why you're so awesome.
- Prepared a couple of sentences to introduce yourself clearly to organisations?
- Developed a good CV/Resume and cover letter? [If not, you can use the tools on the Career Center website.](#)



On the days

Do:

- Approach the companies and organisations properly...first impressions count!
- Start conversations with expressions such as “I know about your company and would like to find out more about...”
- Be prepared to outline your knowledge of the company, express enthusiasm on what the company does and describe how your background could contribute to their needs
- Note down the name of anyone who you really enjoyed talking to
- Ask for business cards
- Be proactive and keen: talk to the recruiters

Don't:

- Monopolise a single person
- Dress too casually or too smart
- Stand in a huddle in the corner talking to your friends
- Just browse or collecting business cards
- Be late at company presentations, workshops and interviews



Prepare to

Answer questions:

- Tell me about your course and why you decided to study it
- What interests you about food?
- Tell me about yourself
- How did you learn about us and what do you know?
- What do you excel most at?
- Where do you see yourself after graduation?
- More than anyone else applying for this role, why should we decide on you?
- Why do you believe that this placement is right for you?
- You can find more tools on the [Career Center website](#)

Make questions:

- Have a look through the pages that follow and identify employers that you would like to approach at the Career Fair
- Think about questions that you would like to ask each of them and write them down
- For example, prepare questions that will help you decide if a particular career or a particular organisation may be the one for you
- You may wish to ask questions about recent news stories or big issues facing a particular organisation or industry
- Ensure you don't ask questions which can be easily answered by doing some very basic research

May 22-23 Events booking procedure

- During the Career Fair many events will take place simultaneously
- In the following pages you will find the single event descriptions and their relative booking links
- You cannot book two events that happen at the same time
- The events are restricted to a limited number of participants, you will know about the availabilities when clicking on the booking links
- Bookings will be only accepted **between April 23rd at 10.00 am and May 17th at 12:00 am (CET)**
- Should you book events that happen at the same time, the Career Center will cancel your participation to one or more of them



Food Policy Careers

"For those of you that will choose to pursue a career in associations, in non-governmental and in not-for-profit organizations, I have a piece of advice: prepare yourself for a life full of challenges, to take some poundings, and to live great satisfaction.

Be ready to deal with objectives that may sound unattainable and with hurdles that you were not expecting, with doubts and dilemmas for which there's not an answer yet.

But most important, be ready to deploy all the passion, the energy and the vitality that you have, since the dream of a sustainable food system that must become more good, clean and fair for all will engage us in many struggles. This sector has an extraordinary need for passion, to the extent that the highest competence, without passion, is way too little.

Be ready to stay focused on the objective, that you shall never lose sight of, and be conscious that you'll need all the "pessimism of your intelligence" and all the "optimism of your will" in order to get there.

Be inspired by those that will tell you about their experience in this field – who knows, maybe this could be your path"

Carlo Petrini

A stylized, handwritten signature in black ink, appearing to read 'Carlo Petrini'.

Food Policy Careers



Bioversity

Bioversity International is a global research-for-development organization. They deliver scientific evidence, management practices and policy options to use and safeguard agricultural and tree biodiversity to attain sustainable global food and nutrition security

NGO and International Organization, tips to get in and what to expect

The successful experience of an UNISG Alumnus in the Food Policy sector

Francesca Grazioli - Junior Professional Officer at Bioversity International and UNISG Alumnus

9.30 am - 11.00 am

Aula Magna

[Book this event](#)



Food Policy Careers



Compassion in World Farming

Compassion in World Farming was founded in 1967 in England by a British farmer who became horrified by the development of intensive factory farming. Today compassion in World Farming campaigns peacefully on a global level, to end all cruel factory farming practices.

Improving Animal Welfare through advocacy and corporate partnership

How to collaborate with civil society, institutions, governments and leading food business companies to end factory farming. Tools and strategies to work towards a more sustainable, humane food system.

Bianca Furlotti - Junior Food Business Manager
Elisa Bianco - European Food Business Manager

11.00 am - 12.30 pm

Aula Magna

[Book this event](#)



Slow Food®

Slow Food

Slow Food is a global, grassroots organization with supporters in 150 countries around the world who are linking the pleasure of good food with a commitment to their community and the environment.

Food policies: Slow Food's advocacy work in the EU

How can Slow Food impact on EU food-related policies. Which space for a Common Food Policy. Which tools to make a real shift towards sustainable food systems happen in Europe.

Cristina Agrillo - Policy officer & project manager at Slow Food, liaison to the Slow Food office in Brussels

2.30 pm - 4.00 pm

Aula Magna

[Book this event](#)

[Career opportunities: please go to page 49-50](#)

Entrepreneurship Workshop



Mercato Metropolitano

MM is not only a new model of food market; it is an urban destination and community space bringing together community events, music, innovative farming practices, models of circular economy and an array of speciality ingredients from across the World. Our ultimate mission is to create a Movement of everything that is natural, unsophisticated and sustainable, with a view to guarantee access to nutritious and affordable food to everyone.

Andrea Rasca - Founder and CED - Chief Executive Dreamer
Amedeo Claris - Chief Operating Officer



Lendlease

Lendlease is a leading international property and infrastructure group, with approximately 13,000 employees across operations in Australia, Asia, Europe and the Americas. Headquartered in Sydney, Australia, they create places with the aim of leaving a positive legacy with a focus on health and safety, our customers, innovation and sustainability.

Guy Thomas - Head of UK Retail
Andrea Ruckstuhl - Head of Italy & Continental Europe



German Kraft

German Kraft is Mercato Metropolitano's most successful incubation project. Designed and ran by three friends, German Kraft brings craft beer recipes from one of the oldest breweries in the south of Germany to London.

9.30 am - 11.00 am

Aula Miroglio

[Book this event](#)

First 40 minutes session – Presentation by:

- Mercato Metropolitano: sustainable and inclusive community market model
- Paolo Taticchi - MBA Director at Imperial College London - on sustainable business models
- Lendlease on building vibrant and resilient communities
- German Kraft on their project of circular economy minimising the depletion of natural resources and the use of energy.

Break of 10 minutes

Second 40 minutes session – Group Task

How Can Artisanal Retailers and Wholesale Food Producers Coexist and Thrive in an Inclusive, Urban Community?

- Focus of the task will be on inclusivity; smart and efficient design; and environmental, social and financial sustainability.

GO TO NEXT PAGE FOR MORE INFORMATION

Group task question

How Can Artisanal Retailers and Wholesale Food Producers Coexist and Thrive in an Inclusive, Urban Community?

Focus of the task

- Community Inclusivity with offers that aim to serve the community at large, irrespective of religion, belief, social strata, disability, age, race or sexual orientation
- Smart and efficient design of the retail and production businesses, which addresses climate change and create synergies with the city urban planning and with other community stakeholders (private and public)
- Environmental, social, health and financial sustainability, addressing major current issues, such as waste/landfill management, energy efficiencies, social inclusion, reduction of non-communicable diseases (diabetes, obesity, etc.) and adequate remuneration.



Format

During the first 30 minutes of the 40-minute group task, attending students will be divided into groups and we will assign to each group a subject matter to brainstorm and present among the following:

- In your view, what is missing in the current food retail industry within urban areas to make it more inclusive, efficient and viable for everyone?
- How would you design commercial spaces in urban centres to facilitate and encourage communities to embrace the entire food chain, from urban farming, through processing, to retailing?
- How could a retail offer help promote healthy living and ensure sustainable food provision to local communities for the long term?
- How would you use retail spaces within an urban area to improve and deliver other non-food programmes for the community (education, fitness, etc.) in a financially sustainable way.

Presentation

During the last 10 minutes, a representative from each of the groups will present his or her group's ideas. A discussion session may follow if time allows.

Entrepreneurship Testimonials

WFP - Innovation Accelerator



INNOVATION
ACCELERATOR

The WFP Innovation Accelerator identifies, nurtures and scales bold solutions to hunger globally. We support WFP innovators and external start-ups and companies through financial support, access to a network of experts and a global field reach.

We believe the way forward in the fight against hunger is not necessarily in building grand plans, but identifying and testing solutions in an agile way. The Innovation Accelerator is a space where the world can find out what works and what doesn't in addressing hunger - a place where we can be bold, and fail as well as succeed.

Innovation to #DISRUPTHUNGER

The Innovation Accelerator aims to accelerate disruptive innovations to reach a world without hunger supporting entrepreneurs and startups through a human-centered design and a lean startup approach. Innovations that we support include blockchain, agri-tech, school meal optimization, global connectivity and Artificial Intelligence.

Kirstyn Allen - Communication, Advocacy and Marketing Officer and UNISG Alumnus

11.00 am - 11.45 am

Aula Miroglio

[Book this event](#)

E-Co



E-Co is a multi-location co-living & co-working company with a strong focus on sustainability. Our facilities will be 100% off the grid. In-house sustainability development will drive clean tech to new boundaries. New technologies will be used throughout the facilities to improve our business and the experience of our guests. Guests will have the option to monitor their impact on the environment through digi-meters & gamification software.

E-Co. Rethink your idea of living!

The whole story begins with you. You are stepping in the messy land, getting used to the way it is. In an era of environmental crisis, we invite you to get involved as part of the solution, because your future is in your hands. By getting involved, you hold a piece of a green revolution. By living at E-Co you are part of the solution. Every step counts. From the construction materials to the wastewater management, from the food you eat to the reusable straws, you will learn how to maintain a sustainable living. E-Co believes that the environment wellness, as well as your wellbeing, should be priorities.

Enzo Maria Savelli - Founder

Gianpaolo Volpe Pasini - Founder

11.45 am - 12.30 am

Aula Miroglio

[Book this event](#)

[Career opportunities: please go to page 40](#)

Entrepreneurship Testimonials



Forno Brisa

Brisa is much more than a bakery: it is a project driven by a dream: go back to the essence of bread as a food good for body and soul.

Brisa grounds his roots here at UNISG where Pasquale, Gregorio, Davide and Enrico met in 2014 during Alto Apprendistato baking courses.

Breaders, brothers of bread, are more than twenty young people who work in Bologna with passion and perseverance, baking large loaf and sourdough bread, made with yeast and organic flour type 2 or wholemeal, obtained from ancient cereals coming (for the most part) from the Abruzzi. They are an evolutionary mixture, many different dreams and stories all tied up by a single idea.

Start your own business. Do & Don't

Advice, mistakes from one of the most successful businesses born in UNISG

Pasquale Polito - Forno Brisa's founder and UNISG Alumnus

2.30 pm - 3.15 pm

Aula Miroglio

[Book this event](#)

Elevator Pitch

This year for the very first time the UNISG will host an Elevator Pitch during the Career Fair in which the students will have a chance to have their ideas evaluated by a competent panel formed by the guest companies and organizations who will participate in the Entrepreneurship events: Mercato Metropolitano, World Food Programme - Innovation Accelerator, E-Co and Forno Brisa, coordinated by UNISG Circular Economy for Food Hub.

The Elevator Pitch is going to take place on **Wednesday 22nd May in Aula 10 at 3:15 pm**

An elevator pitch is a short description of an idea, product or company that explains the concept in a way such that any listener can understand it in a short period of time. This description typically explains who the thing is for, what it does, why it is needed, and how it will get done.

- **If you want to apply you need to submit your pitch at career@unisg.it by May 2nd, at 6:00 am**
- The pitch has to be not longer than 10 slides and has to be submitted in PDF.
- The pitch has to be in English
- Only the best 5 pitches will be selected to participate in the elevator pitch

Please find some useful tips on how to develop your Elevator Pitch at this [LINK](#)



May 22 - Timetable

	Entrepreneurship	Food Policy Careers
Time	Aula Miroglio	Aula Magna
9:30/ 10:15	Entrepreneurship workshop	Bioversity International
10:15/ 11:00		
11:00/11:45	World Food Programme Innovation Accelerator	Compassion in World Farming
11:45/12:30	E-co	
2:30/ 3:15	Forno Brisa	Slow Food
3:15/ 4:00	Elevator pitch	
4:00/ 4:45		
4:45/ 5:30		

Company insights

An opportunity to attend 45-minutes sessions with representatives from leading food-related businesses and organisations. You will have the chance to listen to their presentations, understanding how they work and what projects they are carrying out.

Every session is divided into two parts:

- Presentation: about 20-25 minutes
- Q&A: about 15-20 minutes

We recommend you to be proactive and to ask questions, it's the best way to get noticed!

[AUTOGRILL \(Worldwide\)](#)

[GOOGLE FOOD \(Worldwide\)](#)

[MERCATO METROPOLITANO \(UK\)](#)

[COOP LOMBARDIA \(Italy\)](#)

[GOOD FOOD FONDATION \(USA\)](#)

[RELAE COMMUNITY \(Denmark\)](#)

[EATALY \(Worldwide\)](#)

[LAVAZZA \(Italy\)](#)

[VELIER \(Italy\)](#)

[FOOD FOR SOUL \(Worldwide\)](#)

[MAD \(Denmark\)](#)

[VINITALY INTERNATIONAL \(Italy\)](#)

Click on each company for more information (not available on mobile)



Company insights

Autogrill



Autogrill is the world's leading provider of f&b services for travellers. Active in 31 countries with over 58,000 employees, it has around 4,000 points of sale in around 1,000 locations and operates predominantly under concession agreements in the main travel channels, as well as in selected shopping centres, trade fairs and cultural facilities. The Company has a portfolio of over 300 international and local brands, managed directly or under license. It has been listed on the Milan stock exchange since 1997. Autogrill Bistrot is the result of collaboration between Autogrill and the University of Gastronomic Sciences, this concept offers a new food service in the travel channel through enhancement of local, zero-km products and the recuperation of artisan processing practices. *Autogrill is UNISG Strategic Partner*

The challenge to innovation and to F&B time-to-market

How to be up-to-date and competitive through innovation in the F&B market

10.15 am - 11.00 am	Aula Magna	Book this event
2.30 pm - 3.15 pm	Aula Magna	Book this event

[Career opportunities: please go to page 33-34](#)

COOP Lombardia



Coop Lombardia is a Consumer Cooperative owned by its partners and managed democratically to fulfilling the needs and aspirations of their members. Coop Lombardia is one of the 7 major consumer cooperatives of the Coop system. It Was born on 1 January 1984 from the merger of three large cooperatives: Unicoop Lombardia, Unione Cooperative of Cremona and Consortium of Pieve Emanuele. The strategy is clear and the project ambitious: to unite the major Lombard cooperatives to be efficient and competitive on the market. Nowadays we have 56 store, 4300 employees and over 850.000 members.

Food and Retail

Company overview - Values and principles - Job and Trades - Career Opportunity

Rocco Lorenzo - HR Specialist

Cribellati Costanza - HR Specialist

11.00 am - 11.45 am	Aula Magna	Book this event
4.00 pm - 4.45 pm	Aula Miroglio	Book this event

[Career opportunities: please go to page 35](#)

Company insights



Eataly

Eataly is the world's largest artisanal Italian marketplace. Oscar Farinetti opened the first Eataly in 2007 in Turin inspired by the Slow Food Movement and a desire to share Italian regional cuisine across the entire country of Italy. Since then, Eataly has expanded to open more than 35 locations worldwide. *Eataly is UNISG Strategic Partner*

Introduction to Eataly

Overall presentation of the company business and the new career development program. New challenges and future perspectives.

Vera Valtancoli - Global Head of HR

10.15 am - 11.00 pm **Aula Miroglio** [Book this event](#)

3.15 pm - 4.00 pm **Aula Miroglio** [Book this event](#)

[Career opportunities: please go to page 38-39](#)



Food for Soul

Food for Soul is a cultural project founded in 2016 by chef Massimo Bottura to shine light on invisible potential. By amplifying the restorative power of social inclusion, human connection and experiential learning, we aim to increase communities' cultural capital, make them more resilient and encourage equitable food ecosystems.

Food for Soul encourages public, private and non-profit organisations to create and sustain community kitchens around the world, and engages professionals from different fields, including chefs, artists, designers, and food suppliers, to promote an alternative approach to building community projects.

What is Food for Soul?

Overall presentation of the organization and the active projects around the world

Cristina Reni - Executive Director

Camilla Capasso - Communication and Networking Officer

11.45 am - 12.30 pm **Aula Magna** [Book this event](#)

4.45 pm - 5.30 pm **Aula 6** [Book this event](#)

[Career opportunities: please go to page 41](#)

Company insights



Google Food

The Food program at Google encompasses over 250 cafes in 55 countries around the world. Our 44 global food service partners such as Compass, API, and Sodexo, create meals every day for Google employees. For Google reducing food waste is a personal mission. And to a large degree, reducing food waste means reducing produce waste. Google menus rely heavily on fruit and vegetables, whose large quantities and short shelf life make them an even higher percentage of our kitchen waste.

The Food Program at Google

Overview on the food sustainability projects

Kristen Rainey - Global Procurement & Resource Utilization Manager

11.45 am - 12.30 pm Aula Miroglio [Book this event](#)

4.45 pm - 5.30 pm Aula Miroglio [Book this event](#)

Good Food Foundation



The Good Food Foundation exists to celebrate, connect, empower and leverage the passionate and engaged, yet often overlooked, players in the food system who are driving towards sustainable food in order to humanize and reform our American food culture.

Our projects are:

- Good Food Awards: <https://goodfoodfdn.org/awards/>
- Good Food Guild: <https://goodfoodfdn.org/guild/>
- Good Food Mercantile: <https://goodfoodfdn.org/mercantile/>

We were born to change the American food system

How to build widespread support for the growers, ranchers, makers and merchants stubbornly swimming upstream to create and share the kind of food we all want to eat: tasty, authentic and responsible.

Sarah Weiner - Executive Director

9.30 am - 10.15 pm Aula 6 [Book this event](#)

3.15 pm - 4.00 pm Aula Magna [Book this event](#)

[Career opportunities: please go to page 42](#)

Company insights

Lavazza



Established in 1895 in Turin, the Italian coffee company has been owned by the Lavazza family for four generations. Among the world's most important roasters, the Group currently operates in more than 90 countries through subsidiaries and distributors, with 63% of revenues coming from markets outside of Italy. Lavazza employs a total of over 4,000 people with a turnover of more than €2.0 billion in 2017. Lavazza created the concept of blending – or in other words the art of combining different types of coffee from different geographic areas – this continues to be a distinctive feature of most of its products. *Lavazza is UNISG Strategic Partner*

Lavazza Group

Overview of the Lavazza Group and details of the Graduate Recruitment process

Rose Hungarte - Recruiter

11.00 am - 11.45 pm	Aula 6	Book this event
2.30 pm - 3.25 pm	Aula 6	Book this event

[Career opportunities: please go to page 43](#)

MAD

The MAD logo, consisting of the letters "MAD" in white, sans-serif font, centered within a dark green circle.

MAD

MAD, the Danish word for “food,” inspires and empowers cooks, servers, and eaters to create sustainable change. Founded in 2011 and headquartered in Copenhagen, the MAD platform includes a biennial Copenhagen-based Symposium that brings together over six hundred people to discuss the future of food, an annual program of events in communities around the world, a newly launched publication, Dispatches, that curates long-form writing and journalism with social purpose, and a broader educational and media program including videos that have been seen by millions of people

MAD

An overview about MAD's goals and vision, its current activities in both fundraising and programming, current projects that we are focusing on (most likely: the creation of a Gastro Akademi)

Anna Kufner - Manager Special Projects

Mikkel Lau Mikkelsen - Director of VILD MAD

10.15 am - 11.00 am	Aula 6	Book this event
4.00 pm - 4.45 pm	Aula 6	Book this event

[Career opportunities: please go to page 44](#)

Company insights



Mercato Metropolitano

MM is not only a new model of food market; it is an urban destination and community space bringing together community events, music, innovative farming practices, models of circular economy and an array of speciality ingredients from across the World. Our ultimate mission is to create a Movement of everything that is natural, unsophisticated and sustainable, with a view to guarantee access to nutritious and affordable food to everyone.

The MM Movement

Presentation of the MM 2018-2019 Community and Environmental Report, the MM Academy Programme, the MM Incubator Programme and The FarMM – the active think tank for a smart supply chain for the Third Millennium.

Andrea Rasca - Founder and CED, Chief Executive Dreamer

Amedeo Claris - Chief Operating Officer

9.30 am - 10.15 am Aula Miroglio [Book this event](#)

2.30 pm - 3.15 pm Aula Miroglio [Book this event](#)

[Career opportunities: please go to page 45-46](#)

Relae Community

relæ

Based in Copenhagen, the Relae Community is a sparkling an innovative group of sister companies aimed at food quality and sustainability. It includes four restaurants, "Relae" (one Michelin star), "Baest", "Manfreds" and "Mirabelle", but also "Puglisi Events", its events department, "Vinikultur", a high quality food and wine importer, and "Farm of Ideas", a sustainable 30 hectares farm which supplies the restaurants.

The Relae Community

Do you think restaurants should be tasteful but fun? That farmers should be chefs and chefs should be farmers? Then you are thinking like us.

Alessandro Perricone - Partner and UNISG Alumnus

Isacco Bartolini - F&B Manager

11.00 am - 11.45 am Aula Miroglio [Book this event](#)

4.45 pm - 5.30 pm Aula Magna [Book this event](#)

[Career opportunities: please go to page 47](#)

Company insights

Velier



We're Genoese, we're merchants, sons of Columbus, heirs of a tradition famous all over the world. We firmly believe in our role, in our profession. Our family has been trading for more than 100 years. For the last 60 in wines, spirits and food. Our priority is not profit but the quality of our choices. The certainty to make refined palate discover new and excellent products. We keep exploring. And even in a highly standardised and bland world it is possible find extraordinary products, result of passionate people, artists, who are almost forced to do what they do. We're a family business. We believe in the independent trades, based on human relationships. We're not really "powerpointers" but still very passionate.

Only the best. Importing and distributing high quality spirits: Velier

An overview of Velier's mission and business remit

Danilo Raponi - CEO

Marco Callegari - Trade Marketing Manager and UNISG Alumnus

11.45 am - 12.30 pm **Aula 6** [Book this event](#)

4.00 pm - 4.45 pm **Aula Magna** [Book this event](#)

[Career opportunities: please go to page 52](#)

Vinitaly International



Vinitaly International is the strategic partner of Vinitaly, the largest wine and spirits exhibition in the world held every year in Verona, Italy. Vinitaly International devises wine marketing strategies for spreading the gospel of Italian wine, its biodiversity, culture, and history.

Wine marketing strategies for spreading the gospel of Italian wine

Italian wine as a product is complex in terms of its variety and quality. Its diversity is part of its charm, but this also creates challenges with respect to wine communication. The speech will present the way Vinitaly International communicates Italian wine to the world, through a description of its main projects.

Michela Aru - Communications Manager

9.30 am - 10.15 am **Aula Magna** [Book this event](#)

The Italian Wine Podcast

The talk will explore the rise in popularity of podcasts and the art of audio-storytelling about wine. It will present the Italian Wine Podcast project as a case-study. Hosted by wine writer Monty Waldin, Italian Wine Podcast is the first podcast in the English language entirely dedicated to the Italian wine world and its key players.

Giulia Bruna - Project manager and press office

3.15 pm - 4.00 pm **Aula 6** [Book this event](#)

[Career opportunities: please go to page 53-54](#)

Workshops

A unique chance to participate in 90-minutes workshops held by leading food-related businesses and organisations. You will have the opportunity to actively work with them on specific projects understanding how they operate their business and how to overcome common obstacles.

Click on each title for more information (not available on mobile)

Of Startup, NGOs and stories - Share the Meal

Quality, sustainability and profit marginality: the challenge of collective catering - Elior

What to be a web food writer - Dissapore





ShareTheMeal

ShareTheMeal

ShareTheMeal is a mobile app to raise funds and awareness to fight hunger worldwide. It's part of the United Nations World Food Programme and it has won many awards including, Google Best Social Impact App 2017, Webby Awards, SXSW Innovation Award. With over 1M downloads and 10M USD raised mostly from Millennials it is to date the most impactful charity app worldwide.

Of Startup, NGOs and other stories

ShareTheMeal is a startup within the biggest humanitarian agency in the world. But what does it mean to work in a startup? Is it good for a gastronome? And what about social impact projects and NGOs? Do you need to be the son of an ambassador to get into the United Nations?

Massimiliano Costa - Head of ShareTheMeal

11.00 am - 12.30 pm Aula 9 [Book this event](#)

[Career opportunities: please go to page 48](#)



Elior

Founded in 1991, Elior Group has grown into one of the world's leading operators in contract catering, concession catering and support services, and has become a benchmark player in the business & industry, education, healthcare and travel markets. Operating in 15 countries, the Group generated €6,694 million in revenue in FY 2017-2018. Our 132,000 employees serve 6 million people on a daily basis through 25,600 restaurants and points of sale. Our mission is to feed and take care of each and every one, at every moment in life. *Elior is UNISG Strategic Partner*

Quality, sustainability and profit marginality: the challenge of collective catering

Students will be involved in a business case. They will have to develop a menu for an Elior's customer that respects requirements of quality and sustainability in order to ensure the profit marginality.

Ilaria Vitale - Marketing & Communication Manager

Number of participants admitted: 20

2.30 pm - 4.00 pm Aula 9 [Book this event](#)

[Career opportunities: please go to page 37](#)

Dissapore

Dissapore is the website that changed the way Italians talk about food. It currently belongs to the group Netaddiction that owns other brands. After ten years, Dissapore is now the benchmark for foodies and Italian food journalism. Dissapore deals with different kind of food experiences like new openings and events, information and curiosity about food, recipes and culinary guides, with a particular focus on trends and fine products, from high-quality catering to big retailers.

How to be a web food writer

An opportunity to try yourself in writing about food. Chiara Cavalleris will drive you during the creation of some online contents

Chiara Cavalleris - Editor in Chief at Dissapore.com

This workshop will be only in Italian

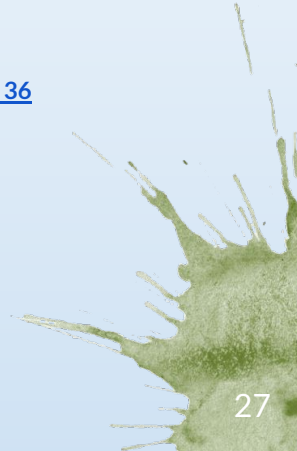
Number of participants admitted: 20

4.00 pm - 5.30 pm

Aula 9

[Book this event](#)

[Career opportunities: please go to page 36](#)



CV/Resume review & Mock Interviews

Would you like to get your CV or resume reviewed by professionals?
Do you need to improve your interview performance?

The international head-hunting agency **ProPosition Management Search** will attend the Career Fair providing students and graduates with advice and tips on communicating efficiently your own value proposition.

[Book your CV/Resume Review or Mock Interview Session](#)

After booking your session please send your updated CV to career@unisg.it so the Career Center will be able to forward it to the head-hunters before your interview.

Sara Finan - International Head-Hunter

Jon Oliver Casanova - International Head-Hunter

Marta Anzalone - International Head-Hunter

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Meet the Companies - Open Space @ Academic Tables

Meet the companies' representatives in an informal environment. Take the chance to introduce yourself, to delve deeper into a topic, to establish personal relations.



On May, 23rd from 3:00 PM to 5:30 PM the Academic Tables will be a free space where the speakers will relax and will be available to meet the students – there will not be pre-set time-slots for each company, but here's where you might have the chance for further contacts with them.

Please be sure that you're not disturbing when you want to approach one of the speakers, and to have a respectful attitude at all times.

May 23 - Timetable

	Company insights			Workshops
Time	Miroglio	Aula 6	Aula Magna	Aula 9
9:30/ 10:15	Mercato Metropolitano	Good Food Foundation	Vinitaly	
10:15/ 11:00	Eataly	MAD	Autogrill	
11:00/11:45	Relae	Lavazza	Coop Lombardia	Share the Meal
11:45/ 12:30	Google Food	Velier	Food For Soul	
2:30/ 3:15	Mercato Metropolitano	Lavazza	Autogrill	Elior
3:15/ 4:00	Eataly	Vinitaly	Good Food Foundation	
4:00/ 4:45	Coop Lombardia	MAD	Velier	Dissapore
4:45/ 5:30	Google Food	Food For Soul	Relae	



Career opportunities

Most of the attending companies and organisations will be looking for great people to join their teams!

They will do it through:

- **Job and internship Interviews:** the aim is finding candidates to fill vacant positions
- **Talent Acquisition Sessions:** the aim is finding specialists, leaders and future employees for the business

You'll find below all the descriptions, please read them carefully and choose those more interesting for you. Don't forget to check that you fit most of their requirements!

PLEASE NOTE

To be able to organize the interviews efficiently, you can apply for **maximum 6 positions**.

You are required to send an email to career@unisg.it with the following information and material:

- email subject "Career Fair 2019"
- your updated CV or resume (.pdf format)
- a cover letter for each position or session you apply for (.pdf format)
- write down in the cover letter when you would be available for starting the experience

The Career Center will accept only the applications sent to career@unisg.it **not later than May 2nd at 06.00 am (CET)**

Please remember that your applications will be sent to the chosen organisations and/or companies and they will select in advance the candidates they want to interview. The interview timetable will be communicated to students and graduates a few days before the Career Fair.

If you don't get chosen, don't be discouraged! We do recommend you to attend the events on the first and second day.. If you really want to get an internship or a job, do your best to get noticed!

*Do you need to develop
a good CV/Resume
and cover letter?*

*Use the tool on the
[Career Center website](#)*

AUTOGRILL	PAG. 33
COOP LOMBARDIA	PAG. 35
DISSAPORE	PAG. 36
EATALY	PAG. 37
E-CO	PAG. 39
ELIOR RISTORAZIONE	PAG. 40
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VINITALY	PAG. 53

*Click on each company for more information
(not available on mobile)*

Company name: Autogrill

Website: www.autogrill.com

Location: Milan, Italy

Job title: Product Innovation & Development Trainee

Start date: flexible

Type of contract: Paid Internship



Internship description

The Internship program will be focused on Product Innovation & Development area, where the candidate could have the opportunity to develop new products and recipes concerning specific concepts.

As part of the Product Innovation and Development Department, the intern will support the tutor in the identification of new products/ingredients to be included in the concepts that are now in a testing phase, and to be part of the system innovation's industrialisation activities for the new concepts that positively passed the testing phase.

Requirements

- Preferable Degree in Food Science and Technology
- Fluency in written and spoken English
- Good written and spoken Italian
- Office Suite proficiency
- Curiosity and team working
- Passion for F&B business

Company name: Autogrill
Website: www.autogrill.com
Location: Milan, Italy
Job title: **Brand Marketing Trainee**
Start date: flexible
Type of contract: Paid Internship



Internship description

The Internship program will be focused on Corporate Brand Marketing area.

The candidate could have the opportunity to learn a wider view of marketing research:

- Market analyses
- Communication
- Brand management

The candidate will contribute to develop new concept/brands.

Requirements

- Preferable Degree in Marketing
- Fluency in written and spoken English
- Good written and spoken Italian
- Office Suite proficiency
- Curiosity and team working
- Passion for F&B business

Company name: COOP Lombardia

Website: www.e-coop.it

Location: Milan, Italy

Type of contract: Job Contract – Full Time - (6 months + 6 months)

Talent Acquisition

In 2019 we have set up a Store Manager Talent Acquisition Program.

For this reason we are looking for young talents who, at the end of the training course, will be in charge as Store Manager in our Supermarket channel.



Requirements

- Communication
- Ability to Work in Team
- Decision Making
- Time Management
- Self-motivation
- Conflict Resolution
- Leadership – Problem Solving
- Fluency in Italian

Company name: Dissapore media Srl

Website: <https://www.dissapore.com/>

Location: Remote

Job titles: Freelancer

Start date: to be defined

Type of contract: Job or Internship

dissapore

Description

We are looking for freelancers to join our team. You will be writing articles for Dissapore which will be paid based on the author's skills and experience, as on the complexity of the issue.

Previous experience is not required. We will support you during your experience with us, helping you in developing your writing skills and your aptitude in elaborate different kind of topics.

Requirements

- Very good knowledge of written Italian and written English
- Strong communication skills
- Passion for food cultures
- SEO competence will be a plus
- Teamwork attitude
- Flexible on tasks and assigned articles
- Able to adapt to Dissapore style

Company name: Eataly
Location: Italy and abroad
Job title: Junior Retail Manager
Start date: flexible
Type of contract: Permanent



Job description

Since Eataly has an ambitious plan of new openings in Italy and abroad, we are looking for brilliant graduates and students with previous experience in Retail who are willing to do a “training on the job” assisting our store Managers and Market Managers. The program aims to bring you at the end of your experience in managerial positions into our stores.

The Junior Retail Manager will work on the business operations and procedures in several departments: fresh food counters, grocery, till operations, events, and restaurants.

The program is aimed to give the candidate a 360-degree understanding of our stores, from operations to managerial competences, gaining more and more responsibilities.

Main tasks

- Grocery operations
- Restaurant operations
- Administration and financial data analysis
- Planning department schedules
- Team management
- Visual merchandising operations
- Customer service

We offer a full-time position with a permanent contract. The program includes a 5-to- 7 months training after which you'll cover a specific role with an appropriate salary.

Requirements

- Degree in Economics or Industrial Engineering
- Master Degree in Retail Management is considered a plus
- 1 years experience in Retail
- Strong organizational and problem-solving skills
- Excellent verbal and written communications skills
- Fluency in English
- Available to national and international mobility
- Passion for Italian gastronomy



Company name: Eataly
Location: Italy and abroad
Job title: Junior Restaurant Manager
Start date: flexible
Type of contract: Permanent contract

Job description

We have an ambitious plan of new openings in Italy and abroad. At this purpose, we are looking for talents with some previous experience in the restaurant business, either formal and/or informal, who are willing to do a “training on the job” assisting our managers. At the end of this training, the goal is to work with managerial position in small/medium restaurants.

Following a job rotation, you'll be covering all the operations of the store. You'll be in contact with all the activities and procedures that take place in our venues: the restaurant, the market, the school.

This training will allow you to know everything about the life of the store, both in the operational aspects and in the managerial ones, obtaining step-by step more autonomy and responsibility. You will start with a 5-7 months training. When you'll reach the pre-defined goals, you'll receive a target position and the appropriate salary adjustment.

Main tasks (to be gradually involved in)

- Participation to the activities in the different areas (market, restaurant, and didactics)
- Coordinating and defining the service standards
- Collaboration creating the menu and the restaurant offer
- Food cost analysis and KPIs definition
- Timetable planning and efficiency management
- Sanitary procedure supervision, in compliance with HACCP rules and security norms.

Requirements

- Preferable three years' experience in restaurants and/or hospitality, as a chef or F&B Manager;
- Degree or Master degree (Food & Beverage specialisation is a plus);
- Great organizational skills and problem solving skills
- Compatible with working in dynamic teams
- Strong communicational and relational skills
- Fluency in English
- Available to national and international mobility
- Passion for Italian gastronomy

Company name: E-co

Website: www.e-cospaces.com

Location: Remote working

Job title: Food & Beverage Chief Operating Officer

Start date: as soon as possible

Type of contract: To be defined



Description

Being at a very early stage of its development, E-Co is looking for a dynamic and creative Food & Beverage Chief Operation Officer.

The ideal candidate has the ability to take the full ownership of the global and local F&B development. E-Co's F&B philosophy will be developed starting from a global concept definition, that should carry a universal message of true sustainable food approach, promoting organic and low carbon food production, avoiding the use of artificial fertilisers and pesticides as well as genetically modified organisms.

The concept then, needs to be rolled out and adapted to the local culinary culture in each location where E-Co will establish its presence. The first stage of the project development will consist in the definition, together with the Founders, of the Concept guidelines that will, then, be tested during the Model validation that will be done starting from June/July either in Bali or Lisbon. In this phase the team will test all the hypothesis that are at the base of E-Co's F&B model and will have the chance to adjust it for the official launch that is forecasted for 2020. The candidate will be responsible for the selection and training of all the local teams, being the global Chief Officer of the F&B department.

Requirements

- Passion about Sustainability
- Entrepreneurial mindset
- Good knowledge of global food cultures and current trends
- General knowledge about farming processes and innovative techniques (hydroponic, agroforestry, etc..),
- Proactivity and willingness to work in a start up environment: you need to bring enthusiasm and positivity
- Curiosity and desire to always learn
- Ability to manage working time and respect deadlines
- Ability to get things done.

Company name: Elior Ristorazione

Website: www.elior.it

Location: Milan, Italy

Type of contract: Internship



Talent Acquisition

We are looking for talents to hire in the following business areas:

- **MARKETING:** events organisation, communication on and off-line, brand management
- **R&D:** development of new format and concepts
- **PURCHASING:** suppliers selection, benchmarking analysis, data analysis
- **OPERATIONS:** restaurant management.

6 months, full-time, Monday to Friday

The internship is paid 500 €/month

Requirements

- Good English level
- Fluent Italian
- Good level of Microsoft Excel and PowerPoint
- good abilities on data analysis

Company name: Food for Soul
Website: www.foodforsoul.it
Location: Modena, Italy
Job title: Communication and marketing intern
Start date: July to September
Type of contract: Internship



Internship description

- Work with Communications Officer on a monthly social media calendar according to FFS' strategy
- Source and draft appropriate, relevant content for FFS's social media channels
- Monitor social media outreach
- Create regular social media reports to contribute to FFS's social media evaluation
- Monitor FFS's website outreach
- Source and draft appropriate, relevant content for FFS's website
- Regular update of website content and review of its structure according to FFS' strategy
- Develop a monthly newsletter
- Monitor FFS's events participation
- Develop a photo archive
- Help with translations ENG-ITA and vice versa
- Support Communications Officer in updating Food for Soul's brand guidelines, presentations and portfolios
- Support Communications Officer in strengthening the brand identity of Refettorios and Social Tables projects (e.g. Communications Kit, Marketing Strategy, Brand User Guide)

Requirements

- 1-2 years previous experience as communications specialist/officer/intern
- Experience and knowledge of copywriting, proofreading and editing (in both Italian and English)
- Excellent portfolio with proven track record of content production and monitoring (both online and offline)
- Photo and video-editing skills
- Excellent knowledge of InDesign and Photoshop
- Excellent knowledge of the Microsoft Office (Word, PowerPoint, Excel)
- Excellent knowledge of Google Drive, Google Mail and Google Calendar
- Outstanding organisational and time-management skills
- Experience working independently
- Excellent communication, interpersonal and presentation skills

Company name: The Good Food Foundation

Website: <https://goodfoodfdn.org/>

Location: San Francisco, CA, US

Duration: July - November 2019

Type of contract: Paid Internship



Internship Description

The Good Food Foundation (formerly Seedling Projects) is offering a full-time (40 hrs/week) internship designed for a passionate young person looking to gain experience at the intersection of food, sustainability, community organizing and event planning. The internship will focus on community outreach, event production and gaining first hand insight into the inner workings of a small, nimble, effective nonprofit. This internship is a unique opportunity to engage with the community of food crafters and leaders who have shaped the food movement over the last two decades and those who are leading the way to the future. Major projects the intern will focus on include preparing for the Good Food Awards entry period, conducting direct outreach to food producers in the U.S., assisting with the annual Blind Tasting and conducting sustainability vetting.

Intern Responsibilities Include:

- Outreach to Good Food Awards community
- Tracking Good Food Awards entry data
- Assist with event planning and production
- Conduct sustainability vetting research
- Manage website updates
- Additional responsibilities dependent upon experience and interests

Requirements

- Strong interest in food from an environmental, social justice and cultural perspective
- Excellent communications, computer, written, verbal and organizational skills
- Self-starter able to execute responsibilities with minimal direction
- Flexibility and eagerness to lend a hand wherever it is most needed
- Must be a true team player
- Ability to handle fast-paced environment

Company name: Lavazza

Website: www.lavazza.com

Location: Turin, Italy

Type of contract: Internship/Job



Talent Acquisition

We are always on the look-out for talented graduates to kick-start their career within the following functions:

- **MARKETING:** Functions dedicated to Product Marketing & Brand Development, Top Gastronomy (managing Top Chefs and Brand Ambassadors,) and Media
- **TRAINING CENTER:** Center responsible for Barista training and coffee know-how for employees and external visitors
- **INNOVATION AND R&D:** Development of new blends, products and packaging solutions

Duration: 6 month internship, full-time Monday to Friday with monthly expenses (€ 600)

Requirements

- Fluent English (ideally with some experience out of Italy)
- Good level of both written and spoken Italian
- Educated to at least degree level (with top marks), preferably with a Masters
- Previous (brief) work experience preferred
- Available to work in Turin
- Motivated and passionate about the Food & Beverage industry
- Innovative and proactive approach

Company name: MAD
Website: www.madfeed.co
Location: Copenhagen, Denmark
Start date: 1 September 2019
Type of contract: Internship



Internship Description

MAD is seeking an intern to join the team for fall/winter for at least 3 months, ideally longer, beginning in September 2019.

Our internships are ideal for university students looking for an internship in addition to their education but we encourage anyone with a strong interest in food and gastronomy to apply.

The internship offers a wide range of insights into various parts of the organization: from development to event management, from communications to hands-on production.

We try our best to create tasks and opportunities depending on the intern's education, interests, and skills.

Requirements

- Natural written communicator
- Able to distill complex ideas in engaging, inclusive and fun ways
- Dexterity working with a wide variety of social media platforms
- Educational or professional experience in communications
- Experience in front or back of house restaurant roles is a plus
- Sense of hospitality
- Fluent in English, and ideally Danish as well
- Familiarity with gastronomy and the food industry, and pre-existing network in Denmark is a plus
- Self-starter, highly organized, and able to work well with all levels in the organization
- Proficient in MS Office programs, Google Drive, and Slack. Proficiency in Adobe Suite, WordPress and CRM platforms is a plus
- Able to use own computer and phone for work

Company name: Mercato Metropolitano
Website: www.mercatometropolitano.co.uk
Location: London, UK
Start date: to be defined
Type of contract: Job



Talent Acquisition

Some of the roles MM wish to identify and recruit during the course of 2019 are as follows:

- **Grocery Selection and Buyer for our MM deli/grocery project**

Required: previous experience in similar roles with proven track record, fluency in English, at least some exposure to international roles and strong managerial skills

- **Wine Expert**

Required: understanding of wine making, selection and production processes; knowledge of import/export processes, previous experience in similar role and good command of English and common IT platforms (Office, internet research, etc.)

- **Sommelier**

Required: previous proven track record within similar roles and proficient command of the technical English

- **Sales Assistants/Managers**

Required: previous similar experience, good command of the English language, passion for sales and food & beverage storytelling

In addition to the technical requirements, obviously we are after candidates who already grasp concepts such as food excellence, food security and environmental sustainability, as well as – if possible – an understanding of the Sustainable Development Goals.

Company name: Mercato Metropolitano
Website: www.mercatometropolitano.co.uk
Location: London, UK
Job title: Research intern
Start date: to be defined
Type of contract: Internship with employment possibility



Internship Description

MM is looking for one or two researchers with a good understanding of:

- Retail design and/or town planning and/or sustainable urban development;
- Food security and food value chain sustainability

The remit of these positions is research and reporting to the MM Board in connection with the development of existing and new sites (both UK and international), as well as improving existing MM programmes in terms of food sustainability and community engagement.

The post holders would also actively contribute to our annual Sustainability and Community Impact reports.

The internship would initially last three/four months, with the possibility of MM making an offer for employment to the right intern.

Requirements

- Undergraduate, Post graduate or Master students
- Strong research method skills
- Proficiency in English (native or very fluent at graduate level)
- Strong work ethics and interpersonal skills

Company name: Relae Community - Puglisi Events

Website: www.relae.community

Location: Copenhagen, Denmark

Start date: flexible

Type of contract: to be defined (internship or job)

relæ

Talent Acquisition

Communication and Events

Puglisi Events is Christian F. Puglisi's Event Department connected to the restaurants Manfreds, Relæ, BÆST and Mirabelle in Copenhagen. The products can be everything from a birthday brunch for 20 people in our in-house event space to a full-on pop-up restaurant serving several hundred people out on a field.

The candidate must assist the event manager in creating different kinds of content for social media platforms, production of event marketing material and documentation of event in video and photos.

Hospitality

Front of house: the person on board will be involved directly in the service with guest but also in setting up the restaurant from A-Z, and be part of the research for the best wine pairing according to the menu

Kitchen: we are looking for people who are willing to learn, can work fast and clean. Working with us means not only preparing food and helping us make cheese and charcuterie, but also being part of the dinner service, where chefs are responsible for serving food to guests.

Farm of Ideas

"Farm of Ideas" is the organic farm that provides Christian Puglisi's restaurants. We want to spur dialogue among chefs and farmers that will hopefully lead to productive changes in the way the world grows, distributes and thinks about food.

The job will take you around the different aspects of modern, market gardening-style vegetable production. That includes: preparing beds, sowing, watering, weeding etc.

Vinikultur

Vinikultur is a high-quality wine and food importer based in Copenhagen, Denmark. The philosophy is based on organic & biodynamic certified products.

The key words are flexibility, being outspoken & open minded. From deliveries to tastings, the person on board will be involved but also in charge of supplying our customers with the goods needed, being part of our regular wine tastings & with the potential of some travels as we like the idea of working closer to our people.

Company name: ShareTheMeal - World Food Program

Website: www.sharethemeal.org www.wfp.org

Location: Berlin, Germany

Start date: asap

Type of contract: Internship, short-term, full-time



ShareTheMeal

Talent Acquisition

ShareTheMeal is a mobile app to raise funds and awareness to fight hunger worldwide. It's part of the United Nations World Food Programme and it has won many awards including, Google Best Social Impact App 2017, Webby Awards, SXSW Innovation Award. With over 1M downloads and 10M USD raised mostly from Millennials it is to date the most impactful charity app worldwide.

We are looking for talents for our marketing and operations teams to design and implement marketing campaigns.

You will work closely with the team leader, show up the quality of your work and get additional responsibility to drive results.

A minimum of 4-days full-time is required.

Requirements

- English fluent
- German is a plus
- Understanding of marketing, structured and creative thinking
- Self-driven attitude
- Excellence in results
- Ability to deliver under pressure
- Interpersonal skills
- Team-player attitude

Company name: Slow Food

Website: www.slowfood.com

Location: Bra, Italy

Job title: Press Officer

Start date: as soon as possible, preferably in June/July

Type of contract: Internship



Internship description

The figure will participate, alongside the senior-resources, in the daily activities of the Press Office.

By the end of the internship, the resource will have acquired an understanding of the main techniques of communication and relationship building with the media.

During the internship, the figure will support the daily activities of the press office; they will learn how to work on the internal journalists' database (updating existing contacts and adding new ones); they will learn how to write a press release (collecting information and quotes) and a press review of national and international articles.

They will also learn how to use the online MailUp platform.

Requirements

- Good writing skills in both Italian and English (knowledge of a second foreign language is appreciated)
- Ability to identify and grasp the news; Inclination to interpersonal relations
- Good ability to interact with journalists
- Good organizational skills and ability to work in stressful conditions (both independently and in groups)
- Proactivity, critical thinking and good operational autonomy
- Advanced knowledge of Office applications
- Preference will be given to people with previous experience in the sector

Company name: Slow Food
Website: www.slowfood.com
Location: Bra, Italy
Job title: Fundraising
Start date: flexible
Type of contract: Internship



Job description

The figure will participate, alongside the senior-resources, in the daily activities of the International Fundraising Office.

The intern will be involved in the following activities:

- Supporting in the research for grants
- Writing and implementation of projects to be funded by the European Commission or other institutional donors such as FAO, IFAD, Foundations, etc. aimed at the realisation of Slow Food activities at international level

Requirements

- Good writing skills in English (knowledge of a second foreign language is appreciated)
- Proactivity, critical thinking and good operational autonomy
- Good organizational skills and ability to work in stressful conditions (both independently and in groups)
- Advanced knowledge of Office applications
- Preference will be given to people with previous experience in the sector

Company name: Slow Wine - Slow Food Editore

Website: www.slowwine.it

Location: Bra, Italy

Job title: Slow Wine Guide 2020 - Internship

Start date: June/July 2019

Type of contract: Internship



Job description

Slow Food Editore is the Slow Food publishing house for over 30 years. Slow Wine is the working group that takes care of the wine within the publishing house. The Slow Wine guide is now in its tenth edition and is the guide dedicated to wine, the most widespread in Italy..

During the summer we work on the edition of Slow Wine 2020, so the trainee will have to:

- take care of the editorial office
- manage relations with the collaborators
- organize the tastings
- re-read the drafts

Requirements

- Excellent knowledge of written Italian is required, with an excellent linguistic preparation
- Predisposition to precision in data computation and data entry
- Knowledge of computer systems and the main computer softwares

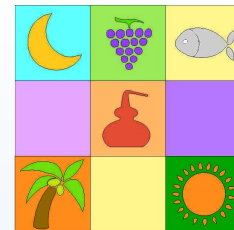
Company name: Velier

Website: www.velier.it

Location: Genoa, Italy

Type of contract: To be defined

Start date: To be defined



VELIER

Talent Acquisition

We are looking for talents to hire in the following business areas:

- **MARKETING:** dealing contacts with testimonials and press agencies, organising events
- **SALES:** coordinating our agents and deliver double-digit sales growth

Requirements

- Passion for and knowledge of spirits and wine
- Fluency in English
- Italian is desirable but not required
- Computer literacy

Company name: Vinality International

Website: www.vinalityinternational.com

Location: Verona, Italy

Job title: Sales Marketer / Sales Intern

Start date: immediately for the Sales Marketer
to be defined for the Sales Intern

Type of contract: Job or Internship



Description

Vinality International is looking for a Sales Marketer and a Sales Intern who can push the sales of Vinality International products and services.

- You will make product knowledge readily available to self and the team, as well as promote products and services using solid arguments to existing and prospective customers
- You will be in charge of all tasks related to the creation of plans for engaging the target market
- You will also provide superior customer service, schedule appointments, and make necessary phone calls to help sales and event planning

Requirements

MUST HAVE

- superior written and verbal communication skills (English and Italian)
- ability to create and deliver presentations tailored to the audience needs
- knowledge of the wine sector
- excellent negotiation and relationship management skills
- openness to feedback; prioritizing, time management, and organizational skills

ADDITIONAL PLUSES

- knowledge of one other language

Company name: Vinality International

Website: www.vinalityinternational.com

Location: Verona, Italy

Job titles: Social Media Manager / Social Media Intern

Start date: immediately for the Social Media Manager
to be defined for the Social Media Intern

Type of contract: Job or Internship



Description

Vinality International is looking for a Social Media Manager and a Social Media Intern with a strong passion for the digital world who can manage our many official media channels.

You will be in charge of all tasks related to:

- elaboration of social media strategies, calendars and editing of editorial calendars (posting, tweeting, creation of content and editing of posts, both in English and Italian)
- dealing with project monitoring and reporting.

Requirements

MUST HAVE

- very good knowledge of English and Italian
- creativity and superb writing skills (please provide a portfolio and online references)
- knowledge of the main social network features
- knowledge of the most important monitoring and analytic tools; reports preparation and presentation

ADDITIONAL PLUSES

- photography and video making
- photo and video post production
- keynote/ppt
- previous experience in the wine sector