

Vice President Incoming Exchange & Corporate Relations

Role: Main responsible for providing traineeships to AIESEC NHH and receiving exchange participants.

Accountability: Reports to AIESEC NHH President

What you will be doing:

Corporate relations:

- Perform market research and segmentation and design relevant products based on this.
- Contact corporate and non-corporate organizations and sell AIESEC products to these
- Generate new sponsorships and maintain current external partnerships
- Manage incoming exchange team leaders and members
- Train the same members in sales and corporate relations
- Track members, sales activity and results, and create statistics for these

Facilitating incoming exchange:

- Educate member on account management both for trainees and organizations
- Appoint, coordinate, and follow up Account Managers
- Formulate TN matching strategies and facilitate matching process
- Ensure that TN's are serviced
- Ensure the management of TN forms and ICX member on myaiesec.net
- Ensure that interns are received, assisted when settling and during their time in Norway
- Ensure the interns are having a high quality experience in accordance with the AIESEC standards (IXPQS)

General:

- Formulate overall strategies and plan activities of AIESEC NHH
- Report results, progress and news to executive board at weekly meetings.
- Participate at weekly executive board meetings
- Go to all (3) national conferences
- Attend biweekly / monthly AIESEC NHH meetings
- Have and maintain a Google calendar for incoming exchange events that is shared with all other board members

You will gain:

- Real world leadership experience
- Increased personal effectiveness
- Experience working in a professional environment
- Professional communication skills
- Product development experience
- Negotiation skills
- Experience solving complex problems
- Training and presentation skills
- Strategic thinking and project planning
- Large international network
- Training in sales, leadership, teamwork, etc
- Lifelong friendships

Measures of success:

- Number of traineeships realized in Bergen
- Quality of traineeships and incoming exchange experiences
- Sponsorship income to AIESEC NHH
- Number of partners and quality of partnerships

Personal characteristics of candidates:

- Professional
- Sales and presentation skills
- Good communicator
- Effective
- Good time management
- Teamwork experience
- Leadership experience
- Management experience
- Result oriented
- Innovative
- Active learner
- Able and willing to devote up to 20 hours a week to AIESEC

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