

STARTUP TALENT FORUM 2015

THE COMPANIES WILL COME AND MEET YOU!

DON'T MISS THE OPPORTUNITY TO MEET POTENTIAL EMPLOYERS WHEN FRIDAY OCTOBER 2ND FROM 15.30 TO 19.30

WHERE MADRID CAMPUS MARIA DE MOLINA, 31 BIS

LOOKING FOR TALENT? WE HAVE IT!



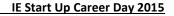
October 2nd, IE Madrid Campus, María de Molina 31Bis, 3.30 pm – 7.30 pm

"The best way to predict the future is to create it."¹

Participanting Companies and Job Opportunities

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¹ This quote is credited to both <u>Abraham Lincoln</u> and <u>Peter Drucker</u>, two people known for their word of wisdom and lessons to live by.





Management Consulting

bhive

www.bhivesolutions.com



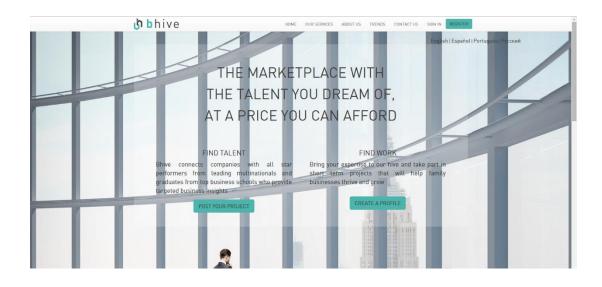
bhive is a marketplace that connects elite talent – MBA, PhD, Senior Executives – with businesses in developing countries for short-term freelance projects. It is an affordable way for companies to hire external help, providing businesses with insights on day-to-day business issues including, but not limited to, finance, corporate governance, strategy and operations. Providing companies such affordable access to top talent is the ultimate goal of our company. We help businesses compete in other markets, increase profitability and enhance corporate governance.

BRIEF DESCRIPTION OF STUDENT PROFILES - MBA OFF-CYCLE INTERNSHIP (12 WEEKS)

You will be required to dive with us into the world of platforms for a 12 weeks roller-coaster ride, helping the management team to conquer new markets and evangelize freelance consulting on the global scale. You will be working in an utterly diverse environment of entrepreneurs, scattered across Singapore, Austria, Colombia, Argentina and the US. You will get a chance to try yourself in entrepreneurship and find out from your own experience why more and more people leave banking and consulting for startup'ing. On top of that you will touch base with the growing trend in the consulting industry that McKinsey predicted back in 2007 and finally proved its' tremendous success in 2015. bhive is growing not in a single region, but is developing globally with a strong focus in Latin America. As a result of this exponential growth upon the completion of your internship you can have a chance to secure a longstanding management relationship with our platform (subject to conditions). We have a number of countries in the pipeline, which requires extra attention and ideally a dedicated personality. Up for a challenge?! Roll up your sleeves and welcome to the team, mate!

Current Opportunities www.careers.ie.edu

- **13565** MBA Internship in Business Development
- **13561** MBA Internship in Operations
- **13567** MBA Internship in Sales
- **13568** MBA Internship in Platforms and Internet Technologies





BlaBlaCar

www.blablacar.com



BlaBlaCar is a successful and innovative pan-European start-up, backed by Accel Partners and Index Ventures, in a rapid international growth phase, our HQ are based in Paris and we have international teams in Madrid, Milan, Warsaw, Hamburg, Munich, Moscow, Delhi, Mexico DF, Budapest, London and Istanbul. We are creating an entirely new, people powered, transport network. With dedicated customer service, state of the art web and mobile platforms, and a highly engaged community of users, BlaBlaCar is making road travel fun, money-saving and more efficient. We are always recruiting talented new team members to support our rapid growth.

Being part of the BlaBlaCar team means:

- you will have a positive social impact on the world, as we continue to make road travel smarter and more sustainable
- you will work in a fast-paced environment with a highly agile team of dynamic, hypermotivated and talented individuals
- you will join a pan-European company, with a real international culture and vision; multilingual and highly mobile

Some numbers about us:

- 20 million users community
- 19 countries; Belgium, Germany, France, UK, India, Italy, Croatia, Luxemburg, Mexico, Netherlands, Poland, Portugal, Rumania, Russia, Serbia, Spain, Turkey, Hungary and Ukraine
- 12 offices around the world
- 340 colleagues from 27 nationalities

Current Opportunities www.careers.ie.edu

- 13548 Brand & Marketing Project Manager
- 13558 Marketing and Business Development Manager
- 13550 Marketing Manager
- 13564 Quality Assurance Tester
- 13556 Tax Manager





Cabify

www.cabify.com



Spanish internet start-up with top-caliber team and investors. Based in Madrid, we aim to improve the private vehicle transportation industry.

Cabify is the first app that allows ordering cars with profesional drivers in real time or booking in advance by mobile apps (iPhone and Android), any smartphone (m.cabify.com) or web at www.cabify.com. It also provides a secure payment through PayPal or credit card once the user is logged in the platform and no transaction with the driver is needed. In addition, customers can choose the type of vehicle and will be quoted the price of their trip in advance.

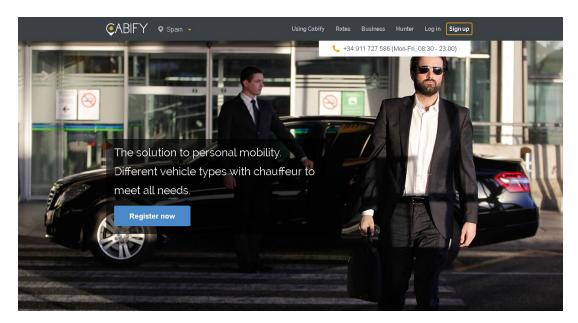
- Point-to-point fixed price: find put the price beforehand and forget about the traffic or the route
- Safe and convenient payment via the App or the web
- Available 24/7

We have operations in Spain, Chile, Peru and Mexico and we are now expanding to Colombia. We are a group of motivated professionals from different nationalities very excited about our project. If you like the look of what we are doing and are considering applying to join us, you probably should.

Cabify has received 16 million euro of investment, being one of the most heavily funded Spanish start ups of all times.

Current Opportunities <u>www.careers.ie.edu</u>

13701 City Entrepreneurial Owner (LATAM, different locations)





CartoDB

www.cartodb.com



CartoDB leads the world of location intelligence and data visualization, empowering any business and individual to extract valuable insights from location data. CartoDB transforms layers of geospatial information into data-driven maps that enable visual discovery of trends and patterns to make better, faster decisions.

CartoDB's technology is used together with big data and real-time systems to develop custom location intelligence applications. CartoDB's self-service web platform allows anyone to effortlessly connect location data to gain insights through simple analysis and visualizations with no coding skills. CartoDB is spearheading the democratization of location intelligence, permitting anyone in industries such as financial, government, journalism, education, and scientific to map and understand their world's data in a more meaningful way.

We believe that making and using maps is a special power that everyone should have, and our ace team is dedicated to sharing that power far and wide. CartoDB is a mapping platform used by more than 130,000 developers, business leaders, scientists, and journalists to create maps that are visited a few million times per day.

Our colleagues are open, positive, and smart, and we're a place where good ideas turn into reality.

Current Opportunities @ www.careers.ie.edu

- 13570 Account Manager
- 13571 EMEA Partners Manager
- 13572 Business Development Intern





Cuponation

www.cuponation.com



CupoNation was created in 2012 with the support of the famous online business incubator Rocket Internet. The first country where the model launched was India, followed by Brazil and Poland. The idea was to replicate from a US business model, where one out of ten transactions online are through discount codes.

In March 2013, cuponation.es landed in Spain thanks to Pedro Claveria, supported by the central structure based in Munich, Germany. Cuponation.es started as a personal project by its founder and now its offering discounts on more than 200 brands online.

In October 2014 CupoNation SL was finally created, to keep developing CupooNation brand in Spain. Today CupoNation SL has its headquartered in Madrid, a team of 22 employees working in the markets of Spain, Italy and Latin America ... To consolidate its growth the company has strategic alliances with "II Corriere della Sera" for expansion in Italy and Grupo Prisa for the Spanish market and next internationalization to Latin America.

We are still a start-up, which means that our clothes and communication are very casual. We have no dress code and encourage open and free communication to all our employees.

Current Opportunities <u>www.careers.ie.edu</u>

13750 Content Manager DACH (Munich)13751 Mobile Marketing Manager (Munich)





www.datventures.com Dat Ventures



Expanding into the US market is critical for international entrepreneurs to gain confidence in a mature innovation ecosystem and raise capital from investors. However, they usually lack the monetary resources, the know-how overseas, and the framework to make the jump.

Dat Ventures delivers a 3-month soft-landing accelerator program in Boston for international founders. The mission is to be the gateway for growth-stage startups to enter the United States, while helping generate an economic and cultural impact in their countries of origin.

Interested in Dat Ventures's Fellowship? Dat Ventures Fellows hold part-time positions and work hands-on with startups that fit their career interests.

Current Opportunities www.careers.ie.edu

- 13631 Fundraising, Customer Relationship & Business Development Fellow at beconnections.com
- 13632 Marketing & Communications Fellow at evovelo.com
- 13633 Marketing & Business Development Fellow at playjugo.com
- 13634 Sales & Marketing Fellow at getmenta.com
- 13636 Strategic Marketing & Communication Fellow at www.atares.es
- 13637 Scouting Fellow at datventures.com
- Marketing & Communication Fellow at datventures.com (Boston) 13638
- 13641 Marketing & Communication Fellow at storex.me
- 13714 Marketing & Business Development at datventures.com (Boston)
- 13716 Project Management Fellow at datventures.com (Boston)
- 13717 IT/Software Development/Product Fellow at datventures.com (Boston)
- Marketing & Communication Fellow at feebbo.com 13724
- Business Development Associate at proversity.org (Boston) 13725

IE Alumni working in the company? YES



We Like Foreign Founders

he world, and 150,000 new startups are created every day Over golf of startups in Silicon Valley — including Google, Reyfal, and Yahoo — were founded by foreigners who moved to the US seeking a more mature innovation ecosystem. Dat Verture exclusively focusse on this market segment of international founders that want to expand into the US market, but need help accessing its startup resources.



DelSuper

delsuper.es



DelSúper is a new born start Up in a fast growing process.

We are the first company in Spain delivering your groceries from brick and mortar supermarkets to your home in 1 hour.

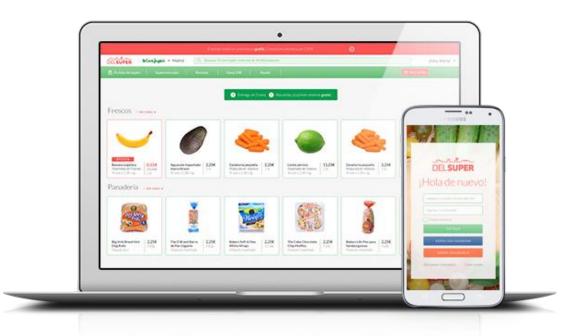
DelSúper is building the best way for people to shop for groceries. Whether on mobile or the web, you can order groceries and have them delivered to your doorstep in an hour. You can choose from a variety of stores like El Corte Ingles, Dia or Mercadona, and you will be able to mix items from multiple stores into one order.

Every day we solve incredibly hard problems to create an experience for our customer that is absolutely magical. Join us!

WHY US? What you can expect A workplace in the heart of Madrid A highly motivated and dynamic team The unique opportunity to build a future international market leader in E-commerce

Current Opportunities <u>www.careers.ie.edu</u>

- 13678 Customer Hapiness
- 13682 Operations Associate
- 13680 Data Analyst
- 13681 Designer
- 13679 Shopper Hapiness





Eltenedor / The Fork www.eltenedor.es www.thefork.es



TheFork, a TripAdvisor[®] brand, is the leading restaurant reservation platform in Europe with a network of more than 24,000 restaurants and more than 6 million users per month. The platform operates under the brand name 'lafourchette' in France and Switzerland, as 'eltenedor' in Spain, and as 'TheFork' in Italy, Belgium, Turkey, Sweden, Portugal and Brazil. The brand also operates in English language as 'TheFork.com', in the Netherlands as 'IENS' and as "Dimmi" in Australia.

TheFork connects diners and restaurants, allowing diners to research and make reservations online and restaurant owners to increase bookings and customer loyalty. Through TheFork website and mobile application, as well as through TripAdvisor's restaurant and cities pages, users can check real-time availability, select a restaurant according to multiple criteria - including geographical area, type of cuisine, reviews and promotions - and make a reservation. For restaurants, the solution provides tools to manage online booking and discounts, streamline their operations, enhance service levels and maximize their fill rate of seated diners.

Current Opportunities @ <u>www.careers.ie.edu</u>

13625Accounting Manager Brazil13626City Planner Lisboa

IE Alumni working in the company? YES



Where do you want to book a restaurant?





Evolufarma

www.evolufarma.com



EVOLUFARMA

Evolufarma is a unique global customer management solution. It is based in four pillars for the Pharmacy:

- CRM and Business Intelligence.
- Multichannel Marketing
- Digital Solutions (Web, Ecommerce, Apps)
- Patient Health control System.

Currently based in Madrid (Area 31, IE Business School) but the Internationalization in the Pharmacy Sector is our most likely option for 2015.

We are currently discussing three international projects: one of 6,000 pharmacies across Europe, another 2,000 pharmacies in Portugal and the last one 700 in Italy and 200 in Spain. Also, we have been asked our distribution in several countries in Latin America (Colombia)

Current Opportunities www.careers.ie.edu

13569	Customer Support Specialist
13560	Catalog Specialist
13562	Telemarketing, Database Cleaning & Community
	Management
13566	Director de Operaciones/Marketing
13569	Comercial en prácticas

The interns have a real opportunity to join the team after the internships.





Fever

www.feverup.com



We are Fever, a smart app that is changing the way people make plans. Our mission is to simplify processes and decisions, so you only have to worry about having fun while discovering what your friends are up to. We are currently growing our teams in the United States, United Kingdom and Spain. We are looking for rockstars, bar-raisers and owners. Dynamic leaders that can help us shape the new face of entertainment.

Fever is backed by world-class VCs (Accel Partners, Fidelity Growth, 14W Ventures) and angels from all over the tech, design, music, and entertainment industries.

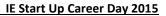
Our teammates come from Google, Facebook, Amazon, Yahoo, Tuenti, Happn, KKR, Goldman Sachs, McKinsey, and many more. If you want to work hard, have fun and make history, Fever is the place to be. We are looking for an aggressive, entrepreneurial individual with a track-record of launching businesses into new markets or new business segments.

Current Opportunities <u>www.careers.ie.edu</u>

13523	Account Manager Junior
13524	Content Copywriter Intern
13525	Office & Billing Support Intern
13526	Operations Intern
13656	Expansion Manager
13660	Operations Managers/General Manager
13661	Head of Sales
13662	Head of Account Manager

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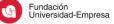






Fundación Universidad-Empresa

www.fue.es/fjme/index.asp



La Fundación Universidad-Empresa y la **Fundación José Manuel Entrecanales** (FJME) presentan el programa "**Emprende tus Prácticas**", una iniciativa sin precedentes en España, donde cerca de 100 estudiantes al año, comprometidos, innovadores y con capacidad de adaptación y flexibilidad tendrán la oportunidad cada año de experimentar los retos y a la vez la gran satisfacción que supone trabajar en una Start-Up!

Cada uno de los seleccionados se incorporará durante unos meses a una de las empresas que participan en el programa. Todas ellas líderes en sectores muy innovadores y dinámicos, con alcance internacional, grandes equipos de profesionales y sobretodo con gran potencial de crecimiento.

Próxima convocatoria

- En torno a 45 plazas en más de 30 Startups
- Aplicaciones:: 15/12/2015 30/01/2016
- Incorporación: 15/02/2016
- Finalización: 15/06/2016
- Horario: Por determinar con la Startup
- Remuneración: 400 euros/mes (asumidos por la FJME)
- Jornada: Media jornada

Plazas en Asturias, Baleares, Barcelona, La Coruña, La Rioja, Madrid y Valencia.

Current Opportunities <u>www.careers.ie.edu</u>

13645	Programa	"Emprende	tus Prácticas"	(en una	StartUp)
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GV Capital

www.gvcapital.com



Gin Venture Capital es una gestora de inversiones comprometida en el desarrollo de proyectos innovadores y disruptivos. En GV Capital ayudamos a emprendedores a buscar financiación para sus proyectos. Pero también ayudamos, mediante el Fondo Comprometido a buscar proyectos para inversores. Todas y cada una de las Start Ups que ofrecemos a los inversores lo hacemos bajo la fórmula de co-inversión. Esto significa que GV Capital, directamente, también invierte en dicha Start Up.

GVC está compuesto por un equipo multidisciplinar que ha trabajado en diferentes entornos y tipología de empresas y áreas funcionales. Se trata de profesionales y directivos sénior de distintos sectores, ámbitos de actuación. Entre las aéreas que están representadas se encuentran; consultoría estratégica, marketing, ventas, finanzas, recursos humanos, ingeniería, IT, logística, abogacía, etc.

Algunas de nuestras Startups proyectos de inversión son: V!uing, Fotónica, Hey Ho Games, Festent, MedPrivé, Green Momit, Dietox y TriaVip.

Current Opportunities www.careers.ie.edu

13748 Becario en Marketing / Comercial (Startup: Fotónica)13749 Becario en Administración / Contabilidad (Startup: Fotónica)

The interns have a real opportunity to join the team after the internships.





iHelp

www.iHelp.org.es



iHelp is a solidarity and charity community which shares and supports charity and solidarity projects through its members. We have been operating in Spain since 2005 and we have now decided to board a global project to increase the number of users and the amount of support we make available for the member NGO's.

iHelp provides users with the needed confidence to trust any participant NGO while being open to analyze and support any new project that will fit with the values of iHelp. Our state of the art platform is dedicated to improve user's experience when backing charity and solidarity initiatives, either by helping such initiatives raising funds or by giving the needed exposure through the community, friends, family and network. This way we do help NGO's promote their endeavors while helping users follow up with the milestones achieved by NGO's on their specific projects.

iHelp trusts talent is needed to succeed, reason why we are always looking for same, and by working together, we find the way to reward team success by monetizing the help provided to others to support our growth and expansion so help can reach more and more of those in need.

Current Opportunities www.careers.ie.edu









Kuorum.org

www.kuorum.org



Kuorum.org is a technological company aimed at improving communication between politicians and citizens. Its platform is the place where political leaders build up their personal brand by involving citizens and organizations in the decision making processes.

Members of national and regional parliaments as well as mayors and city councillors in the UK and Spain use our tool to conect with their constituents. Kuorum.org's business model is based on three revenue streams: Premium services for politicians, big data analysis for media and businesses, and a market place for political advisors.

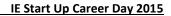
The company has headquarters in London, Manchester and Madrid. And its main activities are product development, institutional relations, and sales.

Current Opportunities www.careers.ie.edu

13605Institutional Relations Manager10776Prácticas en Dirección Comercial









Milingual

www.milingual.com



We believe that the best way to improve language skills is through conversation practice. This is why we've created small conversation groups organized by levels and led by native speaking teachers. Sessions take place at trendy bars and cafes where you can practice while you enjoy a drink. All of it promoted and set up by our unique use of technology: **We** build an online community that comes to life offline.

We are looking for a high motivated person willing to work in a startup business, open to contribute and to learn. We offer you the possibility to enjoy a great experience and to be part of a promising business in an innovative environment.

We need a person interested in the social media business and marketing online & offline strategies. You will be part of the design and execution of marketing strategy and ambassadors offline network.

Milingual.com "The New Way to Practice Languages"

Current Opportunities <u>www.careers.ie.edu</u>

12638 Brand Ambassador 13659 Online & Offline Marketing







Take Eat Easy has built a technology that simultaneously connects clients eager to get quality meals delivered, restaurants wishing to increase their revenues, and couriers happy to have an additional income by cycling around town. By selecting only the best restaurants and always optimizing our planning and dispatching algorithms, Take Eat Easy allows anyone to order the best dishes of their city as fast as possible. Since our launch in 2013 we have completed tens of thousands of deliveries and this is only the beginning!

We're always on the lookout for extremely talented people who want to take part in making things change and grow with us! We value multi-talented, passionate individuals with an entrepreneurial spirit and problem solving capabilities. Our candidates must be fluent in English and the language of the country they are applying to (Spanish, French). In regards to years of experience it can range between 0 (internships) and 5 years of experience (more senior roles).

Current Opportunities <u>www.careers.ie.edu</u>

- 13669 Business Development Manager (job vacancies in Spain / France)
- 13670 Account Manager (job vacancies in Spain / France / UK / Belgium)
- 13671 Head of Business Development (London / Madrid)
- 13672 City Manager (Spain, France, UK, Portugal, Belgium)
- 13673 Community Manager (Spain, France & Belgium, UK)





Ticketbis

www.ticketbis.com



Ticketbis is a Spanish internet start-up which operates in the secondary market of the ticketing industry. We cover a wide range of events and shows: sports, concerts, bullfighting, cultural events, congress, etc.

Despite of only existing since 2009, Ticketbis has experimented an out- standing growth since its creation, we have offices in Madrid, Bilbao, Mexico D.F, Sao Paulo, Buenos Aires, Chile, Colombia, Japan, Hong Kong, Korea, China, Singapore and operating in more than 40 markets, such us: Spain, Portugal, Italy, United Kingdom, Germany, Russia, Ukraine, Poland, Greece, Turkey, Norway, Sweden, Netherlands, Korea, Malaysia, Indonesia...

Ticketbis offers an innovative solution for buying and selling online tickets through its global ticketing platform. Its aim is to create a transparent market where fans can exchange their tickets with a full guaranty and security.

Some Current Opportunities <u>www.careers.ie.edu</u>

••	
13646	Country Manager Germany
13647	Digital Marketing Executive (Australia, New Zeland, South Africa)
13649	Head of Business Development
13650	Supply Manager France
13652	Supply Manager Italy
13653	Supply Manager United Kingdom
13654	Business Development (Internship)
13655	Customer Service Agent (France)
13657	Customer Service Agent (Germany)
13658	Customer Service Agent (USA)
	More vacancies advertised in <u>www.careers.ie.edu</u>

The interns have a real opportunity to join the team after the internships.

IE student working in the company? YES







wayra

www.wayra.co



As part of Telefonica Open Future, Wayra is a start up accelerator that helps the best entrepreneaurs grow and build successful businesses.

Our acceleration program provides the resources an entrepreneur needs to take their business to the top. The acceleration process includes funding, workspace in the Spain academy, access to a global network of business partners, mentors, and experts, as well as the opportunity to work with Telefonica businesses around the world.

StartUps in Wayra Madrid Academy:

Myfixpert, Wayook, Voicemod, Imbox, Fruitbull, Apparcar, DelSuper, Sincrolab & Visualnacert.

StartUps in Madrid Crowdworking:

Closket, Talentank, Gremyo, Yobee, Youfeelm, Cropti, FikStores, Restaurant50, Wifimotions, Mingles, Wibbi, Genex & Dronspot.

Current Opportunities <u>www.careers.ie.edu</u>

- 13695 Testing/Research Internship (en VisualNACert)
- 13697 Community Management Internship (en VisualNACert)

