



GOBIERNO
DE ESPAÑA

MINISTERIO
DE INDUSTRIA, COMERCIO
Y TURISMO

ICEX España
Exportación
e Inversiones

ICEX TRAINING PROGRAM FOR YOUNG PROFESSIONALS

COLLABORATION WITH MULTILATERAL INSTITUTIONS



ICEX (the government agency dedicated to supporting the internationalization of the Spanish economy) organizes and sponsors **a programme** for the professional training of young graduates in **international trade and development**.

The programme consists of **one year of post-graduate education in international management** and **two years of professional practice in public and private institutions**.

Since 1974, ICEX has trained more than 6,500 professionals, who now work in multinational companies, as entrepreneurs, senior government officials, or staff of multilateral organizations

PHASE 0

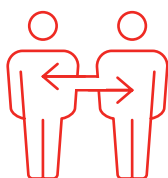
MBA IN INTERNATIONAL MANAGEMENT



After a highly selective process where only 15% of the applicants are admitted (285 in total), candidates enroll in a bilingual MBA in International Management. The Master curriculum includes modules on Project Finance, Risk Assessment, Multilateral Institutions, Economic Analysis, Business Strategy, E-Business, Multi-cultural Business, and Digitalization among other subjects. Lecturers include elite international business professionals and academics from Spanish and world-renowned universities.

PHASE 1

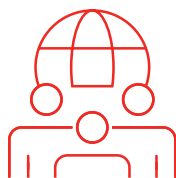
INTERNSHIP AT THE INTERNATIONAL NETWORK OF SPANISH ECONOMIC AND COMMERCIAL OFFICES OF THE SPANISH EMBASSIES IN FOREIGN COUNTRIES



Upon successful completion of the master's program, participants are assigned to one of the 98 offices of the network of Economic and Commercial Offices in the Spanish embassies for 12 months as junior professionals. During their training, participants strengthen their knowledge of international trade and development issues, working in multiple domains ranging from trade and investment advisory or sector analysis reports to institutional cooperation with multilateral organizations.

PHASE 2

JUNIOR PROFESSIONALS ARE HOSTED BY A COMPANY OR A MULTILATERAL INSTITUTION



Once their internship at an Economic and Commercial Office has finished, these programme beneficiaries may complete their professional development programme by joining a multilateral institution or private company for a second year. Upon receipt of the host institution's request, ICEX preselects young professionals in order to propose a shortlist of candidates whose capacities and experience align with the terms of reference for the placement. Today, more than 15 multilateral and international institutions participate in the programme. At this stage, the average age of junior professionals is 28.

BENEFITS OF THE PROGRAMME FOR PARTNER INSTITUTIONS

- Access to highly qualified and trained junior professionals with experience in international and multilateral business environments.
- Assistance in the recruitment process by ICEX to identify the most suitable candidate.
- Allowances are paid by ICEX.

HOW TO APPLY (multilateral institutions):



Interested institutions send ICEX their terms of reference during the third quarter of each year. ICEX preselects several candidates from those participating in the training programme who match with the terms of reference. After interviewing these candidates, the institutions select the most appropriate ICEX candidate.

- **96 % of ICEX programme beneficiaries rate the usefulness of the program as “high” or “very high”.**
- **97,5% of the institutions involved find the programme “useful” or “very useful”.**
- **76 % of ICEX programme beneficiaries are hired by multilateral institutions at the end of the programme.**
- **169 ICEX programme beneficiaries became staff of the multilateral institutions that hosted them between 2002 and 2021.**

TERMS OF THE AGREEMENT (multilateral institutions)



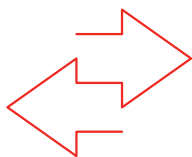
During their placement at the multilateral institutions (starting in the first quarter of the year, and lasting 12 months), ICEX covers:

- **100% programme beneficiaries’ allowances: between EUR 21,700 and EUR 48,500 depending on the country of destination.**
- **100% of Health Insurance costs.**

The Host Organisation usually covers:

- **The round-trip ticket, visas and/or residence permits (if required), and costs related to the programme beneficiary’s duties for the duration of their training at the Host Organisation (travel and associated expenses, in-house training, and all mission expenses, in accordance with the Host Organisation’s internal rules and procedures).**

ICEX EXPORTS AND INVESTMENTS

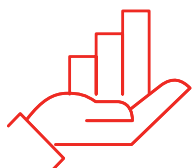


With the mandate of promoting the internationalisation of Spanish companies in order to improve the competitiveness and added value of the Spanish economy and increase foreign investment.

Key activities:

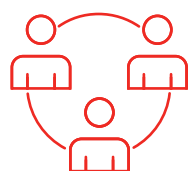
- **Design and implement trade promotion and investment programs in international markets.**
- **Provide information about international markets and the supply of Spanish products.**
- **Provide customised advice and support to Spanish enterprises, ICEX is assisted by the network of Economic and Commercial Offices in the Spanish embassies abroad.**
- **Through the Centre for Economic and Commercial Studies (CECO): promote capacity building of companies and individuals in international trade, including young professionals.**

ICEX STATS



- **200: Activities such as promotional campaigns, technical seminars, exhibitions and public relations initiatives in 2021.**
- **1,014: Activities every year, with the participation of 30,129 companies.**
- **53,049: Queries solved every year with customized advice for every case.**
- **11: Multilateral Partnership and Technical Workshops, with strong institutional support in 2021.**

ICEX has the following Multilateral Departments (know as Antennas):



- For European Union Cooperation Programmes, at the Spanish Economic and Commercial Office in Brussels in collaboration with the **Trade Department of the Permanent Representation of Spain** to the EU.
- The **Multilateral Department in Washington** (World Bank and Inter-American Development Bank), at the **Economic and Trade Office**.
- The **Multilateral Department in Manila** (Asian Development Bank), at the **Economic and Commercial Office**.
- The **Multilateral Department in Abidjan** (African Development Bank), at the Economic and Commercial Office.

In addition, the **Spanish Economic and Commercial Offices in New York** (permanent Mission of Spain to the United Nations), Vienna, Geneva (permanent Mission of Spain to the United Nations), Rome, Copenhagen and Budapest are also represented at the headquarters of the United Nations's banks and agencies in those countries.

Collaborating entities



Contact in Spain

General information service of ICEX:

informacion@icex.es

Business Practices and International Organisations Department:

becas@icex.es