

# THE INTERNSHIP CAMP<sup>®</sup>



# Schools that we work with



# Introduction



- The Internship Camp is an exceptional open door for understudies graduates and post graduates all over the world to get valuable entry level position understanding. **We have been in the market since 4 years, Students can work together with organizations in Marketing, International Trade, Sales and Business development to help Companies grow and develop in Marketing/Sales/International Trade project**
- We have been working with the best university and business schools in Europe and all over the world.
- Internship Camp is primarily an idea of progress, of sustainable development. It is an experience that involves foreign students who live and work in a limited context, that promote the territory and above all that help local companies of STSICILYGROUP to internationalize their business through an internally developed methodology that allows in a short time to have a list of potential contacts

# Develop Hard Skill

- Brain Storming
- Administrative, Business, and Finance
- Communication and Interpersonal
- Leadership and Management
- Personal Skills
- Sales and Marketing
- Teamwork
- Technology



# Develop Soft Skill

- Strong Work Ethic
- Positive Attitude
- Good Communication Skills
- Time Management Abilities
- Problem-Solving Skills
- Acting as a Team Player
- Self-Confidence
- Ability to Accept and Learn From Criticism
- Self Esteem
- Determination
- Curiosity
- Personal Branding
- Creativity





# Global Mindset

The ability to have an open mind to learn about different cultures and effectively communicate so that a common goal is met. Utilizing global mindset attributes can help employees and management work together to build their organization.



# Language Course

Dealing with another culture enables people to gain a more profound understanding of their own culture. Creativity is increased with the study of foreign languages. Graduates often cite foreign language courses as some of the most valuable courses in company because of the communication skills developed in the process. We can manage course in

- Italian
- Russian
- German
- English



# Business Courses

- Business Model Canvas
- Porter Analysis
- 4P Analysis
- Digital Marketing Strategy
- PDCA
- CRM
- Business Plan
- Google Analytics
- Google Adwords
- Data Studio ( to create pivot tables and histogram )
- Advance Excel
- Customer Survey
- Write a commercial Letter





# Examples of sharing Business Knowledge

- We teach them Google analytics and how to create spreadsheets using Data studio. And to analyse the data structures using PDCA cycle and kaizen methodology.
- We show them how to implement Agile methodologies and how to solve the work place challenges using lean practices
- Business Model canvas help the students to plan the action that portrays the justification of how an organization creates, delivers, and captures value
- CRM refers to the procedures and practices that different organizations use to manage and analyze customer interactions and data throughout the customer life cycle with a shared objective of improving the business relationships with customers, assisting in customer retention and driving sales

STage  
in Sicily  
stsicily.it

APRONE → France, Canada  
RAYAN → north Italy, center of Italy  
YOANN → south Italy  
John → Croatia  
Edina → Croatia  
THE COMPANY  
Harke → promotion  
= ad, social  
prospesion → email, call

# Internship Experience

Live projects and case studies to teach them more about analysis and improvement in the area of field

Keeping them up to date about the Changes happening in the Market

Prepare them to competitive job market to achieve their dream job



# FUN & PERKS

- kick off day
- Cooking class
- Discover Palermo
- Potrait
- Boat Excursion
- Football Training
- Events in Balestrate
- Technical Fare





## What we provide

- Internship in our company
- Airport pick-up
- Self Catering Accommodation
- Transportation
- Tutoring on site
- Tutoring on Company
- Language and Business Course

# Some Review of Internship Camp<sup>®</sup>

## Amazing internship in Sicily !

★★★★★ 10 ↓

Roxanne Heimbouger - France  
September 19, 2019

I came as part of my BTS international trade in 2016 during 2 months with 2 of my classmate , I was young just 19 years old. I precise that we come before the creation of ST Sicily but we contribute with pleasure to the project.

We have from the start been very well received by Piero, the accommodation was really great well located near to the office Case de Golfo, were we worked. During this internship the tasks was really diversified, like prospection, marketing, communication, customer reception....

We have also create a new database for a new market target, which will be our best challenge with the trust of Piero. Moreover, Piero organized us English classes which helped us a lot thank's to Natalia for his kindness.

Outside of working hours we have enjoy the beauty of Sicily, exchange with a lot of people and of course with Piero and his family. It was my best experience of work abroad, I have share a lot of things and discover new things.

It is not just an internship but more a real experience, after that nothing is the same, we come out grown up with lots of ideas in mind.

After us other students came, now it's an internship Camp, ST Sicily. It's really impressive the progression of the camp it's amazing !!! I'm so happy to being part of this beautiful adventure. It is not finished we are still in contact with Piero.

I wish all the best for the future of ST Sicily.

## At first a simple internship, At the end an incredible experience

★★★★★ 9 ↓

Mathilde Rivery-Bathily - France  
October 6, 2019

This internship was one of the most fabulous experience I ever had, especially thanks to all the Sicilians I met. It was in summer 2016 and I was a student in BTS International Trade. Although it was my first work experience in a foreign country and I didn't know Italian language or culture, I was excited to discover a lot of new things. ST Sicily didn't exist at that time but I participated to its creation with some missions such as prospection, marketing, communication, fill a database, customer reception...Pierro helped me for accommodation and I think we had a great time working just the two of us together. I'm really happy to see what Case Del Golfo became : ST Sicily, and how successful it is, Bravo Piero.

Very quickly I also met beautiful Sicilian people with whom i literally felt in love and I learnt Italian. They became true friends, helped me discover how beautiful Sicily is, and so the people. All that experience made me come back few time, and i will come back several times again, as soon as possible.

A piece of my heart is still there.  
See you soon.

[Program: Gain International Experience with Internship Camp STSicily](#)

## Incredible experience

Pierre Belliard - France  
September 28, 2019

★★★★★ 10 ↓

It was my first and only internship abroad and all I can say is this was an incredible and unforgettable experience. Piero was a really good internship tutor.

He was always available when I needed and he gave me many tasks and responsibilities such as company's advertising, customers relationship. He also took care of me and showed many things about Italian and Sicilian culture during our free time.

## First student in 2009. The beginning of CaseDelGolfo

Geoffrey Trebaol - France  
September 17, 2019

★★★★★ 10 ↓

Trust me or not this internship was one of the most fabulous time I ever had. This bring me back to 2009. I was young (21) and not very comfortable with Italian language, culture. I was a student in BTS Commerce international from the « Fragonard » school in « Val d'Oise France. » I had not so much work experiences and none in a foreign country. So I was scared at the beginning but Piero Helped me since day one by offering me a very nice price for a comfortable apartment very close to the sea side. He picked me up at the airport, brung me to the flat and made me visit the sweet city step by step to get some landmarks. Very quickly I was living a Sicilian « dolce vita ». All my classmates didn't believe how much my boss was preoccupied by the wellbeing of his student and also by the weather and the sea close to my work.

It was the beginning of case del golfo so Pierro allowed me to work from my place and gave me a WiFi connection and a computer. Do you know the story of Steve Jobs with « apple »? He started in a garage with low meanings but strong ideas and a great vision and ideas. That story reminds me a lot Pierro. He spent time everyday to visit me and gave me some advices and tips to find ideas and tips to do my missions.

I was in charge of :  
-the translation of his first website  
-the translation of all the rules for foreigners (English/French/Spanish...)  
-the creation of a big database for the international  
-but also some very nice moments to welcomes foreign customers and cook with them with the « Italian chef » Tuzzo (because he cook really well and love to share his recettes). We had also to organize boat trips, fishing lessons and 4X4 tours.

This experience was so rewarding professionally but also personally. I can now speak Italian basically and know a lot about Italian/Sicilian culture. Thing I was not able before. And it gave me also some insurance to take some decisions in a company because Pierro is always listening for other visions and advices. So rare to find a leader like him. I was a bit sad to leave Sicily when the internship was over but as all good moments it has to come to an end. I explained my internship to my teachers and I get my degree easily.

After my internship Pierro developed a partnership with my school and took more students. Years after years more partnership over my country and several schools. From his « home office » casedelgolfo is now part of STSicily Group and has now a big office in the main square and offer a place for work for 25 people. He also offer internship for more than 70 split in 20 companies. WOW!!!! I'm so proud to have been the first student to live that adventure and also so proud of him to have kept this open mind and reach a high level of connections and great work.



# ST Sicily Profile

**ST SicilyGroup** is a group centered around :

- **S**ervice **I**n**T**ernational Trade
- **S**tudents **T**raining & Company Consulting
- **S**ervice **T**ourism (promotion and travel service)

**ST SICILY** manages different international projects in partnership with schools and companies.

- If you are **Company** interested in going international
- If you are **School** looking for a reliable partner
- If you are **Student** searching profitable and outstanding internship

“Motto” is We **lead your Business**



lead your business

# Information

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