eman ta zabal zazu

Universidad del País Vasco
Euskal Herriko Unibertsitatea

GLOBAL TRAINING PROGRAMME

FORM 1 APPLICATION FORM: GLOBAL TRAINING PROGRAMME

REFERENCIA: EHU42

CORPORATIVE INFORMATION				
Name of the company		**Schrott24 GmbH - Metalooop**		
Contact Person		**Manuela Rosenzopf-Dietl**	**Email:**	
Location	**Country**	Austria		
	City	Graz		
	Address	Puchstrasse 17		
Sector		**IT, Recycling**		
PROPOSED INTERNHISP INFORMATION				
Number of trainees to host (in case you want more than 1 trainee, indicate the different departments where they will work)		**2**		
Extension time (extra months and salary) OPTIONAL SEE DOCUMENT: *"FORM 2_Global Training 2023 extension preliminary agreement"*	**Extra months**	Si al finalizar los 6 primeros meses la empresa y el becario desean prorrogar la estancia, la empresa ofrece la posibilidad de prorrogar la estancia hasta 6 meses más, con una mensualidad de 1500€		
	Monthly payment for extra months (between 0-1600€/month)			
INTERNSHIP/PLACEMENT INFORMATION				
Department		se ofrecen 2 plazas para 3 proyectos	1 .Sales team 2. Development team 3. Product&Data team	
Description of project/activities		Sales team: Building up international trade relations. Acquire and service customers and deliver quality services to stakeholders Implement selling routine and client's acquisition for company - CRM testing and feedback Researching, segmenting and approaching international leads. Close cooperation with Sales & Marketing and other departments to secure data quality. Documentation of best practices and acting on best practices Development team: Frontend development using Javascript and React, backend development using NodeJS Product&Data team: Supporting the improving our data infrastructure Supporting the documentation and implementation of our product data tracking plan Building and maintaining data visualization resources for managers and team leaders Building and auditing financial models to support our go to market strategy		
COMPETENCES, SKILLS and EXPERIENCE REQUIREMENTS				

BasqueTrade & Investment
Agencia Vasca de Internacionalización
Nazioartekotzeko Euskal Agentzia

GRUPO SPRI TALDEA

EUSKO JAURLARITZA
GOBIERNO VASCO
BASQUE GOVERNMENT

Requested profile(s) information (Studies, previous experience, language skills, other skills…)	Sales team: Business/economy/law related studies, first experiences in sales and/or marketing, great English skills written and spoken, German is a big +, intercultural openness, stress resistance Development team: Computer Science Degree, Javascript, React and/or NodelJS, English Product&Data team: Business/economy/product&data related studies, computer literacy & familiar with basic MS-Office (Excel, PowerPoint, Word); experience with databases (e.g. Capital IQ, SNL, Eikon, Euromonitor, Orbis, Oxford Economics, etc.) is a plus, strong command of English, excited by challenges with strong research & analytical skills, resourceful, good time management to meet urgent deadlines, a further plus would be experience in leading CRM systems (we use Salesforce), basic SQL and Excel
Other commentaries	Trainees will be integrated in the existing teams and will have permanent supervision and communication with senior traders, senior developers and senior product&data analyst

COMPANY/INSTITUTION	SIGNATURE	DATE
REPRESENTATIIVE : **Jan Pannenbäcker u. Alexander Schlick** **CEOs**	*Jan Pannenbäcker Alexander Schlick*	15.05.2023

INFORMATION ABOUT THE COMPANY/INSTITUTION

LOGO	**METALOOP**
WEBSITE	www.metaloop.eu
INFORMATION ABOUT THE CITY AND THE AREA WHERE THE COMPANY/ISTITUTION IS LOCATED (General information about SECURITY, ACCOMODATION, PUBLIC TRANSPORT…)	http://www.graz.at Graz is the capital city of the Austrian state of Styria and second-largest city in Austria after Vienna. As of 1 January 2021, it had a population of 331,562. Graz is known as a college and university city, with four colleges and four universities. Combined, the city is home to more than 60,000 students. Its historic center (Altstadt) is one of the best-preserved city centers in Central Europe. The company is located in the district of Puntigam, the newest district of Graz, where big part of the industry of Graz is situated. The area has a very good connection to the public transportation network of Graz with it's busses, trams and trains. Graz is famous for it's many bikers and it's recreation areas within and close by Graz. Austria is a very safe nation with a low crime rate and violent crime is rare. Vienna, the capital city of Austria is 2,5 hours away from Graz via train. In 3-4 hours you can be at the sea in Slowenia, Croatia or Italy. Concerning accommodation Graz has a huge range of flats and rooms to offer. Average rent for accommodation: 12 EUR per m², prices for a room in student residences are between 150 and 400 EUR per month.
GENERAL INFORMATION ABOUT THE COMPANY/INSTITUTION	Schrott24, brandname Metaloop, was founded in 2016 in Graz by Alexander Schlick and Jan Pannenbäcker. Since then, our company has established itself as the largest digital trading platform for scrap metal. Metaloop has been named as part of FT1000 Europe's fastest growing companies 2022 and the 3rd fastest growing company of Austria by Financial Times and Statista! We help scrap dealers, recyclers and factories to increase their capacity utilization and acquire new suppliers. We now have over 400 logistics and recycling partners across Europe, as well as over 80 delivery points for scrap metal in Germany and Austria. First country of internationalization: Spain
SIZE OF THE COMPANY (EMPLOYEES)	38
NUMBER OF PEOPLE AT THE DEPARTMENT WHERE THE TRAINEESHIP WILL TAKE PLAKE	Growth/Sales (12) Development (6) Product&Data (5)
MAIN ACTIVITY OF THE COMPANY/INSTITUTION	Scrap metal trading assisted by custom built software
A BRIEF EXPLANATION OF MAIN PROJECTS	Researching existing and new markets, building databases of customers, suppliers and partners, business communication, copywriting, proof reading. Assisting in the sales and trading process (Sales). Building custom tools and websites that help with scrap trading. We have 5+ web based applications written using Javascript. We have a team of 5 senior developers ready to guide the trainees and help them integrate into the team (Development).

	You will have the chance to get first hand experience and have an impact on the company's product data & revenue operations delivery plan. You will also get the opportunity to learn how to use the latest leading Business Intelligence (PowerBi) and implement Product Data Tracking tools (Mixpanel) (Product&Data).
PREVIOUS COLLABORATION IN INTERNSHIP/TRAINING PROGRAMMES?	We participated in 3 previous Global Training programmes. Out of every year one intern is still working with us on a full time contract. The last two interns will extend their trainee program with us.
OTHER COMMENTARIES	We are totally convinced of the program and the interns we hosted so far. We are ready to take in as many interns as are willing to join us.

Signature Certificate

Signer	Timestamp	Signature
Jan Pannenbaecker Email: pannenbaecker@metaloop.eu		

Sent:	15 May 2023 13:20:30 UTC	
Viewed:	15 May 2023 16:50:25 UTC	
Signed:	15 May 2023 16:51:04 UTC	

Recipient Verification:

✔ Email verified	15 May 2023 16:50:25 UTC	IP address: 213.162.73.41

Signer	Timestamp	Signature
Alexander Schlick Email: schlick@metaloop.eu		

Sent:	15 May 2023 13:20:30 UTC	
Viewed:	15 May 2023 17:08:28 UTC	
Signed:	15 May 2023 17:08:57 UTC	

Recipient Verification:

✔ Email verified	15 May 2023 17:08:28 UTC	IP address: 85.237.5.244 Location: Leoben, Austria

Document completed by all parties on:

15 May 2023 17:08:57 UTC

Page 1 of 1

Signed with PandaDoc

PandaDoc is a document workflow and certified eSignature
solution trusted by 40,000+ companies worldwide.