

İTÜ-Boeing Uluslararası İşletme Staj Programı Başvuru Hazırlama Bilgi Toplantısı

18 Aralık 2013
Uçak ve Uzay Bilimleri Fakültesi
TAV Konferans Salonu
15:00-17:00

Katılımcılar:

- Sn. Ayça Karasu (Boeing International, Business Support Manager)
- Gürcan Koylugil (Programa İTÜ'den kabul edilen ilk öğrenci, Makine Mühendisliği 4. Sınıf öğrencisi)
- Doç. Dr. Gökhan İnalhan (İTÜ, Uçak Mühendisliği Bölüm Başkan Yrd.)



What others dream,
we do.

Attention, Turkish Students! International Business Intern Program (IBIP)

The Boeing Company is the world's largest aerospace company and leading manufacturer of commercial jetliners and defense, space and security systems.



Eligible candidates must meet the following program requirements:

- Junior/Senior status in undergraduate (entry-level position) or recent graduate
- Have a valid passport
- High academic achievement
- Excellent English communication skills (verbal and written)
- Leadership attributes
- Interpersonal skills
- Teamwork skills
- Available to work full-time for 6 months from July to December 2014

If you're interested and eligible, please send your CV/resume to BusinessIntern@Boeing.com.

To be considered for an internship position, you must apply between December 1, 2013, and January 24, 2014. Internships are from July to December 2014, full-time. On the resume, clearly indicate your anticipated graduation date. This is a paid internship with benefits and relocation.

To learn more about this opportunity, please see the [IBIP video](#).

The International Business Intern Program provides students with the opportunity to intern for 6 months at a Boeing site in the Seattle, Washington, area within the United States.

In addition to a meaningful work experience, interns will be provided with

- Monthly classes, tours, executive roundtables, intern staff meetings and socials.
- Cross-functional informational interviews.
- Three tiers of mentorship.

Business internships are available within Marketing Analysis, Project Management, Project Management Strategy, Finance and International Strategy.

2014 IBIP Job Description Form

International Business Intern Program



InternationalBusinessInternProgram

Organization Information

Business Unit: BCA

Function: Business Development & Strategic Integration

Organization (Program/Department): Marketing

Work Location (Building, City): 25-20, Renton

Hosting Manager: Dustin Robinson

Statement of Work Mentor: Kimberly Pearson

Position Information

Responsibilities: This role is part of Boeing Commercial Airplane's International Strategy & Business Development organization. Specifically, supporting the International Business Development team with key global strategy and analysis, with a focus on international strategic alliances, offset policies and practices, and strategic projects. Regional focus will initially be in support of BCA's Latin America activities, with the potential to grow to additional regional or global analysis.

- Offset Policy Analysis – support the evaluation of global industrial participation/offset policies, industry best practices for fulfillment, and work with cross-functional Boeing stakeholders to evaluate strategic options and/or impacts for BCA and the Boeing enterprise
- BD & Strategy – Support Business Development team with regional analysis; partner with International Strategy functional focals to support the country strategy process and related analysis
- Strategic Projects, Processes & Analysis – support team with ad hoc projects, processes and analysis as required. Emphasis will be on leveraging cross-functional and working together skills to coordinate diverse perspectives and analysis. The ideal candidate for this position will be comfortable working with senior executives, diverse perspectives, and in ambiguous situations with minimal guidance. Some travel between Seattle sites (different Boeing buildings) could be required.

Degree Preferred: Business

Specific Skills Preferred: International business experience would be preferred

Country Preference: No Preference

2014 IBIP Job Description Form

International Business Intern Program



InternationalBusinessInternProgram

Organization Information

Business Unit: BCA

Function: Marketing

Organization (Program/Department): Regional Marketing

Work Location (Building, City): 25-20, Renton

Hosting Manager: Debra Santos

Statement of Work Mentor: OT

Position Information

Responsibilities: This role is part of Boeing Commercial Airplanes' Regional Marketing organization, which is instrumental in the sale of commercial aircraft to airlines and other customers worldwide. Specifically, this position will support the Europe and Israel. The selected intern will assist in the development and execution of marketing campaigns for fleet growth and replacement decisions with airlines in the region. The candidate will support the analysis of Boeing solutions with comparison to competitive solutions and the development of persuasive sales materials that build preference for Boeing products and services with customers. In addition, the candidate will be given the task of developing a particular market analysis that will aid in the development of future Boeing product and sales strategies.

Degree Preferred: Business/Marketing/Economics

Specific Skills Preferred: The ideal candidate will be a self-starter who is comfortable learning and using different analytical tools and approaches, and working within a cross-functional team. Presentation (PowerPoint) development is preferred.

Country Preference: No Preference

IBIP Job Description Form

International Business Intern Program



InternationalBusinessInternProgram

Organization Information

Business Unit: BCA

Function: Sales Operations

Organization (Program/Department): Sales and Marketing

Work Location (Building, City): 25-20, Renton, Washington

Hosting Manager: Marie Western

Position Information

Responsibilities: The Boeing Company is offering a Sales and Marketing Operations business international student internship in Seattle where you will gain hands-on experience while contributing to exciting programs, helping us meet customer needs and learning from experienced professionals. Responsibilities required as a part of this Sales and Marketing Operations internship include:

- Develop and execute Customer Entry Into Service Plans
- Assist in developing responses to support sales proposals
- Select, research, prepare, and present a project that improves the organization's operational efficiency to senior management

Degree Preferred: Business or Engineering with a business interest

Specific Skills Preferred: Highly proficient in Microsoft Office suite of products, project management and analysis skills

Country Preference: No Preference Would like to have either Turkey or Brazil

2014 IBIP Job Description Form

International Business Intern Program



InternationalBusinessInternProgram

Organization Information

Business Unit: BCA

Function: Marketing

Organization (Program/Department): Airplane Economics

Work Location (Building, City): 25-20, Renton

Hosting Manager: Mike Burris

Statement of Work Mentor: Tom Buyers

Position Information

Responsibilities: Airline Economics provides information and analyses on airline operational costs, maintenance costs and introductory investments associated with Boeing and competitive products. Airline Economics analyzes and quantifies the economic, value-added attributes of Boeing products and services relative to the customer's needs and competitor's offerings. The group supports Sales, Product Strategy and Marketing Communications and external Boeing customers. The Airline Economics Intern will support the initiatives of the Airline Economics Analysis Group in developing innovative methods and/or deliverables.

Degree Preferred: Engineering / Analytics

Specific Skills Preferred: Strong analytical skills

Country Preference: Turkey

IBIP Job Description Form

International Business Intern Program



InternationalBusinessInternProgram

Organization Information

Business Unit: BCA

Function: Finance & Business Planning Analyst (Financial Planning/Cost Management)

Organization (Program/Department): CAS, Fleet Services, Fleet Management

Work Location (Building, City): 11-14S.1, Tukwila

Hosting Manager: Tia Bailey

Statement of Work Mentor: Alice Walker

Position Information

Responsibilities: Collect, compile, document and reconcile financial source data for analysis for the Fleet Management business. Run weekly/monthly reports, perform data analysis and assist in preparing related presentations (including financial performance reporting) for management. Gathers and track operating group or division metrics in support of operational business goals. Perform general analysis of financial statements and associated risks/opportunities. Perform recurring tasks such as identifying, coordinating and establishing cost collection structure including charge lines, work authorizations and other related elements, including Activity ID setup and maintenance, offload management and other labor & non-labor charging functions. Assist with invoicing and other financial support of Fleet Management Assists with integration of all activities required to plan and support a Fleet Management contract/program.

Degree Preferred: Finance, Business Admin, Accounting

Specific Skills Preferred: Financial analysis, oral and written communication, Microsoft Office Suite

Country Preference: No Preference

2014 IBIP Job Description Form

International Business Intern Program



InternationalBusinessInternProgram

Organization Information

Business Unit: BCA

Function: Marketing

Organization (Program/Department): CAS Flight Services

Work Location (Building, City): Longacres 25-01

Hosting Manager: Jeff Cooper

Statement of Work Mentor: Keiko Murakami

Position Information

Responsibilities: Quantifies the value proposition of our flight services to meet market and customer needs. Supports development of key marketing strategies and messages. Under general supervision, provides limited help with the development of tools and processes to manage the improvement of day to day activities. Supports the competitive assessment activities of products and services to achieve competitive advantage in the targeted markets. Maintains and utilizes competitor intelligence, databases, and competitor profiles. Uses information to develop and maintain databases to filter and disseminate industry information. Compiles and interprets data from research to support the marketing process. Researches customer, company, technical, regulatory and other market information using internal and external sources to support strategic planning, analysis and business acquisition. Assists in the identification of market environment trends to define and recommend the company's strategic direction. Assists in assessing the effects of external forces on the company's position in given markets. Utilizes market forecasting models to assist in identifying business trends and opportunities. Generates periodic research reports and profiles utilizing resource tools to support internal customers' analyses. Solves routine problems of moderate scope and complexity following established policies and procedures. Helps compile analyses for strategy presentations.

Degree Preferred: Bachelor (or above) of Science or Business Administration

Specific Skills Preferred: Quantitative Analysis, Strategy, Marketing Analysis, Financial Analysis. Ability to work autonomously is a must, excel or database experience a must, ability to work on very diverse teams.

Country Preference: No Preference

IBIP Job Description Form

International Business Intern Program



InternationalBusinessInternProgram

Organization Information

Business Unit: BCA

Function: Sales

Organization (Program/Department): Commercial Aviation Services/Flight Services

Work Location (Building, City): Long acres (25-01, Renton)

Hosting Manager: Sophia Kindle

Position Information

Responsibilities: Provides initial analysis of data and information available in business units and used in the acquire new business process, through the use of various business development databases. Provides reports and measures to management, provides training and support to business unit focals on use of systems and enforces requirements on data systems for use in strategic and tactical decision making and improving customer relations. Assists in coordinating database requirements and priorities with Information Technology. Assists in resolving routine process execution problems by identifying and applying appropriate company policies and procedures. Participates on teams with projects of limited scope and complexity.

Degree Preferred: Bachelors

Specific Skills Preferred: Strong business acumen, Customer focus, Ability to build positive relationships, good communication skills, analytical skills, presentation skills, process management skills, and process measurement

Country Preference: No Preference

2014 IBIP Job Description Form

International Business Intern Program



InternationalBusinessInternProgram

Organization Information

Business Unit: SSG

Function Business Operations

Organization (Program/Department): International Business Support – Strategy & Operations

Work Location (Building, City): 10-18 Renton, WA

Hosting Manager: Stacy McCarthy

Statement of Work Mentor: Cris Ledesma

Position Information

Responsibilities: Analyzing data from the One Boeing International Process (OBIP), Service Integration Teams and our integrated risk program. Utilizing this information begin the creation of a strategic roadmap for SSG International. Candidate will work across the Shared Services organization (service groups, functions and regional leaders. Quantifies the risk to meet new business stand-up needs. Supports identification of key needs and helps to develop strategies to meet them. Under general supervision, provides limited help with the development of tools and processes to manage the improvement of day to day activities. Uses information to develop and maintain databases to filter and disseminate regional information. Compiles and interprets data from research to support the OBIP process. Assists in the identification of market environment trends to define and recommend strategic direction. Assists in assessing the effects of external forces on the company's position in given markets. Solves routine problems of moderate scope and complexity following established policies and procedures. Helps compile analyses for strategy presentations.

Degree Preferred: Business, Political Science or International Relations

Specific Skills Preferred: Quantitative analysis, Strategy, ability to work autonomously, knowledge of excel, power point and Access database is preferred

Country Preference: No Preference