Human capital for global firms: ICEX Young Professionals Program

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Chief Executive Officer

TPO Awards
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At ICEX we have a mission:

To promote and facilitate the international projection of Spanish enterprises, helping them to export goods and services all over the world and to attract foreign investment to Spain.
More than 1,200 promotion activities every year
With participation from over 6,000 companies.

Customised services for companies
More than 4,700 services every year.

Tailored advice for every case
In response to almost 90,000 queries every year.

Over 100 sector internationalization plans a year.
What do we offer?

Solutions for every company

For the first steps.
For consolidating exports.
For starting up operations or investing abroad.
For attracting investments to Spain.

Information, 360º support, human capital training
We believe human capital is a key asset for success in any business
Our goal: to provide Spanish companies with competent foreign trade professionals

A three-phased program:

1st. A Master in Internationalization

2nd. One year training in one of our International Offices

3rd. One year training in a Spanish company or in a multilateral institution
What we offer...

✓ Masters Degree
✓ Training in foreign languages
✓ Tuition
✓ Market research expenses
✓ Insurance and Travel expenses

Program in a constant drive for improvement (ISO 9001:2008 quality certification, greater specialization in areas demanded by the companies)
Our Network: 98 destinations for our 250 trainees…

CHICAGO
LOS ANGELES
MIAMI
MEXICO DF
NUEVA YORK
OTTAWA
PUERTO RICO
TORONTO
WASHINGTON

ANKARA
ATENAS
BERLIN
BERNA
BRATISLAVA
BRUSELAS
BUCAREST
BUDAPEST
COPENHAGUE
DUBLIN
DÜSSELDORF
ESTAMBUL
ESTOCOLMO
HELSINKI
KIEV
LA HAYA
LISBOA
LONDRES
MILAN
MOSCU
OSLO
PARIS
PRAGA
ROMA
SOFIA
VÁRSOVIA
VIENA
VILNIUS
ZAGREB

ALMATY
AMMAN
BEIRUT
BANGKOK
BEIJING
CANTÓN
DOHA
DUBAI
HANOI
HONG KONG
KUALA LUMPUR
KUWAIT
MANILA
MASCATE
MUMBAI
MOSCU
NUEVA DELHI
PEKIN
RIAD
SEOUL
SHANGHAI
SINGAPUR
SIDNEY
TAIPEI
TEHERAN
TEL AVIV
TOKIO
YAKARTA

ASUNCION
BOGOTA
BRASILIA
BUENOS AIRES
CARACAS
GUATEMALA
LA HABANA
LIMA
LA PAZ
MONTEVIDEO
PANAMA
QUITO
SAN JUAN
SAN SALVADOR
SANTIAGO DE
CHILE
SANTO DOMINGO
SAO PAULO
Demand from companies is much larger than our yearly offer of YPs

Company’s applications: >400 with over 600 different training programs
Our YPP: a key driver in Spanish exports performance

- More than 90% of our YPs get employed in our companies after the completion of the program, helping them to open new markets and support exports growth.
- Over 6,000 young professionals: today Export Directors, CEOs, founders of multinationals...
- Strong network in internationalization: spillover effect.
Thank you!!