The Job Networking Sessions of the Ecoles Centrale and their T.I.M.E. partners
Madrid, May 9, 2017
Milan May 12, 2017

Frédéric DOREL
Groupe des Ecoles Centrale (GEC). Spain/Italy coordinator
What is the JNS project?

JNS is a T.I.M.E. project within the T.I.M.E. Network.

2017: 2 events around the alumni and the professional world.

- 1 Job Networking Session (JNS) in Spain
- 1 Job Networking Session in Italy

With the local T.I.M.E. Higher Education Institutions to meet the need to:

- promote the double competencies of our graduates to international recruiting companies
- enable the alumni to enhance their chances to start and develop successful careers.

France
Centrale Nantes, Centrale Marseille, Centrale Lille, CentraleSupelec, Centrale Lyon

Spain
UPM, ICAI, UPC, UPV, U. Sevilla

Italy
PoliMi, PoliTo, U. Trento, U. Padova
Why the JNS?

- The T.I.M.E. graduates are easily recruited

But

- **Companies still do not give enough importance to the DD graduates’ singularities and do not hunt them specifically.**

- A large pool of current students and alumni are willing to participate in job networking sessions in their home/host countries.

- 2 separate events gathering:
  > our DD graduates & graduating students
  > a selection of HR managers representing top companies in Spain (for Spanish/French graduates) and in Italy (for Italian/French graduates), for them to network with the objectives of internships and jobs.

- A full day of informative dynamic and interactive sessions (presentations, round tables, meetings, interviews
  > Companies / HR managers
  > Alumni & students
  > HEI coordinators

- A formal session---including informal lunch---dedicated to short & swift meetings between students, graduates, HR managers in small simultaneous round-tables. In groups of 4-5 depending on the number of participating companies, the students present their CVs and expectations to the representatives of the companies, introduce themselves personally, network and discuss possibilities.

Frédéric Dorel T.I.M.E.  G.A. Lisbon October ’17
Specific features

What makes the JNS special?

The JNS do not break with the various international Job Dating Days, Job Fairs and Forums organized by many institutions (in the GEC realm only: Shanghaï, Rio de Janeiro, Copenhague, Berlin, London, etc.).

The JNS are complementary to the Job Fairs and Forums with several specific features, mainly in terms of communication:

> A full and only T.I.M.E. event.

> A full and only Double Degree event.

> Emphasis on selected, exclusive, restricted population on both sides: HR managers and students/alumni. Few participants, tailor-made high level offers and expectations.

> A full day of informative dynamic and interactive sessions from the HEI coordinators and the alumni to the companies to let them know the DD programs, and from the companies to present their projects and expectations.

> A formal session—including informal lunch—dedicated to short & swift meetings between students, graduates, HR managers in small simultaneous round-tables. In groups of 4-5 depending on the number of participating companies, the students present their CVs and expectations to the representatives of the companies, introduce themselves personally, network and discuss possibilities.

> At the end of each event, a questionnaire is circulated among the participants, especially the students about their results—internships and job—and the companies, in order to monitor:
  - the satisfaction level
  - the added value of the Job Networking Session
  - possibly the price companies are willing to pay to participate and have access to such high-level profiles.
What should we expect? Objectives

- The REDEEM Alumni Survey:
  - only 42.3% of the T.I.M.E. graduates consider that they earn more thanks to the Double Degree.
  - 13% have applied for the T.I.M.E. Label Certificate, considering it as unknown by companies.

- Expected improvements expressed by graduates:
  - “gain more visibility”,
  - “marketing the programme at a global level”,
  - “extend network to companies […]”,
  - “communication to companies about T.I.M.E.”,
  - etc.

- After 25 years of successful granting of T.I.M.E. Double Degrees:
  - time to start more active communication towards recruiting companies
  - by giving them a direct privileged, exclusive and personal opportunity to meet our world-class engineers and executives.
  - for them to understand and assess the added value of the Double Degrees.

- Improving the various HEIs’ co-operations with international corporations, and improving their international corporate networks, the JNS project could be a way to promote:
  - Our graduates: powerful and highly experienced international operators.
  - Our French, Spanish and Italian institutions: powerful and highly experienced international HEIs.
  - Our Double Degrees: powerful and highly experienced international distinctions.
  - Our T.I.M.E. Network: powerful and highly experienced international network.
Who are we addressing? Target groups

Companies:
- For a better knowledge of the DD programs,
- For a better access to the DD graduates: increased willingness to hire our DD students

Partner HEIs:
- For a more powerful promotion of the T.I.M.E. DD within in house communication, promoting innovative ways of education.
- For a better visibility by the local national bodies (ministries, consulates, embassies) and companies
- Tighter connections with international companies

Current DD students:
- To enhance their international cross-cultural experience
- To give them international contacts for a future internship or job
- To train them for job interviews

Alumni:
- To develop their networks,
- To enhance their careers.
We propose to formalize this type of event, add specificities (speed-dating for example) and to give it a strong T.I.M.E. Network flavor.

More companies will want more, and then will pay for our services. The system will be self-financed.

Meanwhile, if this system ever comes of age, many various events of that kind may come to life, not only with the French GEC, but also within the whole T.I.M.E. Network all over the planet.

> The 2018 Spanish JNS is brewing in Barcelona with UPC

> 2 Italian JNS may be organized in Milano in 2018, one of them addressing start-up companies.

Deliverables:

A guideline of the organization of a Job Networking Session and on the monitoring of international recruitments for our DD graduates.
Why an application for a T.I.M.E. funding?

The Job Networking Sessions project involves various T.I.M.E. members in France, Spain and Italy, and gathers them around the core objectives of the T.I.M.E. Association:

> Deliver high quality combined education towards Double Degrees
> Promote the added-value of the experience to recruiters in order to enhance our alumni’s careers
> The organisation of good quality events requires a specific budget for logistics, catering, promotion and communication
Organization and costs 1/2

- **Spain:**
  > Supporting institutions: French Embassy in Madrid, the GEC’s Spanish partner HEIs sharing part of their company networks.
  > Place: Institut Français.
  > Participants: 40 Spanish & French Double Degree graduates and students + Erasmus students + alumni from our 5 partner HEIs + representatives of the 5 Centrale Schools
  > Spanish & French companies (8)
  > Officials.

- **Italy:**
  > Supporting institutions: French Consulate in Milano and Embassy in Rome, Business France, French-Italian Chamber of Commerce & Industry, Cofindustria, the GEC’s Italian partner HEIs sharing part of their company networks.
  > Place: Milano the most industrialized area in Italy. ENI, Palazzo delle Stelline.
  > Participants: 70 Italian & French Double Degree graduates and students + Erasmus students + alumni from our 4 partner HEIs + representatives of the 5 Centrale Schools
  > Italian & French Companies (10)
  > Officials, media.
Organization and costs 2/2

Morning:
> Welcome by the Embassy / Consulate and the institutions. Presentation of the companies. Round tables.
> 1st job-dating round.
> Lunch together: personal contacts.

Afternoon:
> More job-dating rounds.

It is essential that all students and alumni can participate whereas they do not live in Milano or in Madrid: funding is necessary to help them with train or flight tickets.

For 100 people on each event:
€ 5,000: Renting the location event.
€ 12,000: Lunches and coffee breaks.
€ 1,000: Printing the JNS leaflets, communication and promotion.
€ 12,000: Train tickets (100 in Spain, 100 in Italy) and travel from the French/Spanish/Italian coordinators.
Total = € 30,000.

Financial support from T.I.M.E.: € 15,000.

Thank you all!
Duration of the T.I.M.E. project

- 12 months.
- The preparation started in May 2016 (namely with the Spanish partners), was started in Italy in November 2016, and is currently in process.
- The JNS occurred in Spain on May 9, 2017
- The JNS occurred in Italy on May 12, 2017
- After both meetings, a debriefing period is needed in order to process and analyse the answers to the questionnaires and to write and produce the Guidelines and Good Practices booklets.
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Key staff, THANK YOU!

- **France:**
  - **Centrale Lyon:** Ségolène Callard, GEC Scientific Coordinator for Italy; Marie-Françoise El Fassi, Centrale Lyon Coordinator for Spain
  - **CentraleSupelec:** Jocelyn Fiorina, Vice Dean of the International Relations Direction, CentraleSupelec Coordinator for Italy; Carine Morotti-Delorme, CentraleSupelec Coordinator for Spain
  - **Centrale Lille:** Steve Roskell, Centrale Lille Coordinator for Spain and Italy
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  - **Centrale Nantes:** Frédéric Dorel, Office of International Relations - Deputy Director and T.I.M.E. coordinator: GEC Referring Coordinator for Spain and Italy

- **Spain:**
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  - **ICAI:** Damian Laloux Jefe de Estudios
  - **UPC:** Lucas Van Wunnik Vice-Director for Internationalisation ETSEIB
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- **Italy:**
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  - **PoliTo:** Alberto Godio Vice-Dean for International Relations
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  - **U. Padova:** PerFrancesco Brunello, Dean of the School of Engineering; Luisa Bortolini International Relations Office
MADRID, May 9, 2017

1st FRANCE / SPAIN DOUBLE DEGREE ENGINEERS JOB NETWORKING SESSION (JNS)

A unique exclusive 1-day contact with Spanish & French world-class engineers and corporations to discover new talents and opportunities!
MADRID Participating companies

- Alstom
- Altran
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- Dassault Systemes
- Cellnex Telecom
- Keyrus
- REE
- Renault
- Repsol
- Sopra Steria
Le Double Diplôme du Groupe des Ecoles Centrale

Frédéric DOREL
Référent coordonateur GEC Espagne
ECCEZIONALE:
Il Gruppo delle Ecoles Centrale

I partner italiani T.I.M.E. delle Ecoles Centrale

La Rete dei Top Industrial Managers for Europe

Vi offrono l'opportunità
di far parte dei Talent Acquisition delle più grandi aziende
trancesi ed italiane

il

12 maggio 2017

a MILANO
in occasione del

1° FRANCIA / ITALIA
DOUBLE DEGREE ENGINEERS
JOB NETWORKING SESSION
(JNS)

Una giornata d’incontri tra gli ingegneri con doppio diploma delle Ecole Centrale
de dei loro partner universitari italiani (PoliMi, PoliTo, Uni. Trento, Uni. Padova)
Potrete scoprire nuovi talenti biculturali e nuove opportunità grazie a dei contatti
privilegiati tra professionisti internazionali di altissimo livello.

Questi incontri prevedono diverse presentazioni delle aziende, delle università e delle
istituzioni che partecipano a questo progetto. Gli studenti, tutti ingegneri con doppio
diploma (1 diploma Centrale + 1 diploma italiano) a gruppi di 3, incontreranno i
responsabili delle Ricerche Universali delle aziende partecipanti. Gli uni presenteranno il loro
CV, gli altri presenteranno la loro azienda. Tutti esprimeranno le loro aspettative e
potrebbero nascere rapidamente delle opportunità di stage o di posti di lavoro. Si
formerà quindi una rete professionale molto attiva, potente e privilegiata a
vantaggio di tutti.

SCHEDA D’ISCRIZIONE

Ragione Sociale dell’Azienda: .................................................................
Telefono......................................................
rappresentanti iscritti: .................................................................
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Spese di partecipazione per ogni azienda: 1.000,00€.

Dati ed indirizzo per la fattura che sarà emessa da Centrale Nantes
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Per ulteriori informazioni contattare:
Antonella Guerello allo 0039 33 88 43 02 11
centrale.jobdating@chambre.it

Frédéric Dorel T.I.M.E. G.A. Lisbon October ’17
MILAN Participating companies

- Altran
- Barilla
- Crédit Agricole
- Edison
- ENI / Saipem
- Michelin
- Renault
- Société Générale
- Synergie
- Unicredit
ORGANIZZAZIONE

Istituzioni:
- L' Ambasciata de France a Roma
- Il Consulat General de France a Milano
- La Chambre de Commerce et d' Industrie Franco-Italienne a Milano
- Business France
- Confindustria/Ascolombarde
- Il Gruppo delle Ecoles Centrale
- I partners italiani TIME delle Ecoles Centrale
- La Rete TIME Top Industrial Managers for Europe

Litore:
- La FONDAZIONE ENI Enrico Mattei ci mette
- eccezionalmente a disposizione la sua magnifica Sala Ruminoni presso il
- Palazzo della Stallone in Corso Magenta, 63 - 30123 Milano

Partecipanti:
- Gli studenti ed gli ingegneri col doppio diploma italiani e francesi, gli Erasmus ed alcuni
- ex Studenti dei 9 istituti francesi ed italiani
- I rappresentanti degli Istituti
- I rappresentanti delle Aziende italiane e francesi
- I rappresentanti dell' Ambasciata di Francia a Roma
- Il Consolato Generale di Francia a Milano
- I rappresentanti della Camera di Commercio e Industria franco-italiana a Milano
- I rappresentanti di Business France (Ufficio Commerciale dell' Ambasciata di Francia)

Mattino:
- (dalle 9.00 alle 11.00)
- Discorso d'introduzione del Consolato Generale di Francia a Milano
- Discorso di benvenuto della Camera di Commercio e Industria Franco-Italiana,
- della Istituzione associata, della Azienda, delle Ecoles Centrale e della Università

- (dalle 11.00 alle 12.30) Incontri Studenti diplomati / Aziende.

Buffet (dalle 12.30 alle 14.00): networking informale tra tutti i partecipanti.

Pomeriggio: (dalle 14.00 alle 16.00): Incontri Studenti diplomati / Aziende.
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