

Y-MED INTERNSHIP VACANCY

EXPORT SALES INTERN at GIBUS S.P.A.

INFORMATION ABOUT THE PROGRAMME

Active since 2018, Y-MED aims to promote circular migration pathways and foster the circulation of skills in the Mediterranean region. The project gives **students and fresh graduates from Morocco, Tunisia, Egypt and Libya** the opportunity to develop their skills through a **six-month internship programme in Italy**. At the end of the internship, the interns return to their home countries and labour markets where they can apply the know-how acquired during their experience in Italy. The project is funded by the Italian Ministry of Foreign Affairs and International Cooperation and the Autonomous Region Friuli Venezia Giulia, and it is implemented by the International Organization for Migration.

Selected candidates who will take part in Y-MED must undertake the following activities:

- 1) Intensive Italian language course
- 2) Pre-departure orientation training in the country of origin
- 3) Internship of 6 months in companies based in Italy
- 4) Participation in post-return activities after the internship

Y-MED provides the following services to selected applicants, with assistance and costs covered by the programme:

- Italian language course
- Assistance with visa application procedure (the cost will be fully covered by the project)
- Flight tickets (round-trip)
- Lodging in Italy (single room in shared flat)
- Health care, work and civil liability insurances
- One meal voucher per day (or company canteen)
- On-site tutor assistance in Italy
- Post-return activities after the internship including assistance for job placement in companies based in countries of origin

ABOUT THE COMPANY

GIBUS S.P.A. creates solutions to experience the sun all year round so that everyone can spend wonderful moments under the shelter of their pergola or awning. With all our energy, we design and manufacture bioclimatic pergolas, retractable pergolas and awnings, as well as a series of accessories such as glass doors, lighting systems, sound systems and heaters. Find more information here: [About us - Gibus](#)

ABOUT THE INTERNSHIP

- Role: Export Sales intern

- Internship allowance: 450 EUR
- Expected start date/ Expected end date: September 2025 – February 2026
- Complete Address: Via Luigi Einaudi, 35, 35030, Saccolongo (PD)
- Working arrangement: in-person
- Working days: from Monday to Friday

INTERNSHIP LEARNING OBJECTIVES

The objective of the internship is to develop market research focusing on specific international markets in order to identify new business opportunities and potential new customers.

The intern will gain skills related to:

- Competitive and market analysis: doing internet research, gathering information online, tracking analyses
- Working with colleagues: learning to learn from experienced colleagues, collaboration, teamwork
- Managing a project: setting up initial plan, providing periodic reports to mentor, highlighting risks/difficulties and proposing solutions to share with mentor, preparing presentation and final report
- Contacting international clients: how to contact them via email, phone, how to modulate timing/language/manner of communication according to target market

Specific tasks:

The intern will be included in the export sales team and, tutored by the export sales area managers, will be involved in carrying out the following activities with reference to specific international markets:

- Analysis of the trends and characteristics of the outdoor design industry
- Study of the company's offer (analysis of catalogs, company tools, case studies, interviewing area managers)
- Analysis of competitors through internet research and analysis of the already available database
- Mapping competitors operating in the market
- Study and mapping of retailers active in the territory
- Identification of possible customers: analysis to be carried out with mentor and team after analysis carried out through online research (maps, social, websites...)
- Evaluation of potential partners and foreign customers on new sales channels
- Contact with potential customers (mail, phone) and tracking contacts
- Drafting project results by providing reports of activities done, feedback received and results achieved compared to the initial goals set

Requirements:

- Bachelor's degree in Economics or Engineering Management
- Analysis skills
- Working knowledge of English is an essential requirement; Italian knowledge is an asset



Selection process:

- Pre-selection is carried out based on CV review and interviews in the country of origin by the partners of the programme;
- Selection: shortlisted candidates will be contacted for an interview with the hosting company in Italy.

Tentative timeframe:

- *August 2025: application period and selection of candidates;*
- *September-October 2025: approval of internships at the regional institutions in Italy and online Italian language course;*
- *October 2025: online Pre-Departure Orientation;*
- *November 2025-April 2026: internship in Italy;*
- *May 2026: return and job placement support in country of origin.*