Progetto Laurea Magistrale Plus
(matricole a.a 2018/19 realizzazione esperienza in azienda anno accademico 2019/20)

Dati Università

| Corso di Laurea MIBE – International Business And Entrepreneurship |
| Tutor Universitario/Relatore tesi |
| Insegnamento/ambito di competenza del tutor universitario |

Dati Azienda

| Nome Azienda: FacilityLive OpCo srl, via Fratelli Cuzio 42 27100 Pavia |
| Tutor aziendale: Luca Ballista |
| Funzione/ruolo del Tutor aziendale: Chief Marketing Officer |

Contenuti del Progetto e informazioni sul tirocinio

**Titolo del progetto di tirocinio**

Development of innovative tools to manage the market

Job Title: Business Analyst Trainee

You will be part of a fast growing company, considered the European Search Platform, an innovative technology for the creation of new software enabling platforms.

You will be included in the Business unit of the company, which works on guaranteeing the scale-up of the digital platforms developed with FacilityLive’s patented technology.

FacilityLive looks for and selects candidates who have the imagination and the courage to find new paths and new tools to build an original root on the market.

The activities will include:

- Creating innovative Business Models and Pricing Models
- Designing new go-to-market models
- Supporting other functions of the company in dealing with market-related issues
- Identifying new areas for growth
- Designing reporting models on the activities of the client and of the market

More specifically, the objective is to formalise and industrialise a series of quantitative models that allow to design and control the economic components of various platforms in extremely different markets and contexts. Some examples include the analysis of client behaviour, the creation of income statements and the evaluation of business cases. The geographical scope is European at the moment.

The job is 90% teamwork with almost all the units of the company.

FacilityLive is an European tech company employing 100 people, with headquarters in the technical pole “Polo Tecnologico di Pavia”.

**Requisiti/ competenze tirocinante**

The candidate:

- Enjoys doing market research and analysis
- Has a basic knowledge of market dynamics and online platforms
- Has knowledge of how a Profit & Loss is constructed
- Is enthusiastic about working in a team of smart and challenging people
- Is highly capable of working under pressure with changeable objectives
- Has knowledge of Excel and of data analysis instruments
- Has a good knowledge of Italian and English

**Potenziale ambito e argomento di tesi**

During the internship in FacilityLive you will face several subjects. For this reason the thesis topic will be defined together with the Tutor after the first month of internship.

**Sede del Tirocinio**

Pavia

**Durata del tirocinio (6 o 12 mesi)**

6+6 months

**Rimborso spese - informazione da acquisire se l’azienda ha una politica diversa dal minimo (min 500€/netti- max 800€/netti) - indicare eventuali altri benefit (navetta, mensa, foresteria…)**

500 euro/mese

**Richieste specifiche dall’azienda**

On the one hand, the candidate must be willing to work in a dynamic environment that can require a flexible working day. On the other, the candidate will have the opportunity to experience a personal and professional growth curve that is hardly comparable with other work experiences.

**Note/ da segnalare**