

# ST.GALLEN SYMPOSIUM

## JOIN THE TEAM

### BECOME A PART OF KEY ACCOUNTS

**Be responsible for maintaining the network within a Key Account of the St. Gallen Symposium.**

#### YOUR TASKS

- Engage with the **local community of Partners** and contacts in markets such as Switzerland, Germany, the Nordic Countries or Asian countries such as Singapore or India.
- **Promote** the St. Gallen Symposium and **inspire top executives** to participate.
- **Organise and structure the participation** of your contacts at the St. Gallen Symposium.
- Organise **Year-Round Events** in the local market.

#### YOUR COMPETENCES

- You are **well organised**, structured, and hardworking with an **eye for the details**.
- You can **work under tight deadlines** and **strive to meet ambitious targets**.
- You have a **high level of intrapersonal skills** allowing you to convince and inspire others.
- You are **creative** and enjoy communicating your conviction to others.

Optional but beneficial:

- Experiences in sales or negotiation.
- Personal experiences or network in a market of the St. Gallen Symposium.

#### WHAT WE EXPECT FROM YOU

- You are a **full-time student** at the University of St.Gallen (no exchange students).
- You have **successfully completed the HSG assessment year** by the Fall Semester 2021.
- You are **advanced** in German and English.
- You are willing to invest **ten months on a full-time basis** to make the 51<sup>st</sup> St. Gallen Symposium a success. You are eager to work in a **challenging, professional environment** – under pressure and as a team-player.

#### WHAT YOU WILL RECEIVE

- Be trained to **engage with a global network** of top-level executives and leaders.
- Experience **team spirit** to jointly organise a year of dialogue and a **world-class conference**.
- Tackle your **personal growth** by joining the ISC Experience for an early professional training.
- Become part of an exclusive 50 year old ISC Network and benefit from these relationships for a lifetime.
- If you are on the team for a whole year the HSG will award you **12 campus credits**. Additionally, you are eligible for the **8 ECTS elective block course** (“Project Management and Controlling“) in Fall.

#### YOUR BENEFITS

- Profit from experiences in **meetings with top-executives** and **professional sales trainings**.
- **Understand** the structures of **personal and professional networks** and learn to leverage these.
- Master the **communication** with assistants and top executives alike.
- Become **proficient** and flexible in professional conversations through **critical and challenging negotiations**.