

Un réseau mondial



French Foreign Trade Advisor

An active network of more than 120 International Managing Directors & CEOs in Rhône Alpes



TRAIN/SHARE

MISSIONS

Le Comité Rhône-Alpes s'organise autour de quatre missions de travail déclinées autour de cibles définies :

- **Conseil aux Pouvoirs Publics** et aux Institutions
- **Parrainage des Entreprises** à la Conquête de nouveaux marchés
- **Former les Jeunes** et leur donner envie de l'international
- **Faire rayonner la France** et la région auprès d'investisseurs étrangers



PROMOTE



SPONSOR



ADVISE

My Professional and Personal International Experience

A Multinational Company



A Joint Venture between two global companies



An medium sized company with 99+ % of turnover in
export market



Background of an international career



Yesterday, international meant living outside France, today there are many ways to become an international player:

- As an engineer you will be connected, work with R&D centers, with development centers, with manufacturing sites, with customers, with field supports....you can have a boss outside France

- You will develop in managing projects and people sitting in different countries



Internet has created new perspectives and transformed usage:

- Companies jump onto this outsourcing job opportunities to access to new talents worldwide and access global labor market

- The recruitment process has changed, you must now compete globally



Spend time to define your project and motivation

Engineer and International



- 1 Develop a fluency in language (English first) and be adaptable to culture
- 2 Travel and listen, observe, be open minded, be curious
- 3 Be attentive to communication rules and usage
- 4 Respect differences and build relationships
- 5 Go abroad!.... Expat with French company or Direct hire



Engineer and International



*Anglosaxon culture favors: individuals,
management by objectives, straight
forward communication*

*Japanese culture deals with team
« Yes does not mean Yes »*

*German working style: dominated by consensus,
strong technical leaders and very diligent to
manage process*

*Taiwanese, chinese are business driven
Very open minded*

Africa, Russia, Middle East ??

*Korean takes care about your
management position*

Key factor for success: Build trust in your relationship

Your main asset

Be credible in your expertise:

Competence and technical leadership

Be credible in your attitude / behavior

Say what you will do and do what you say



Be Connected & Grab Opportunities

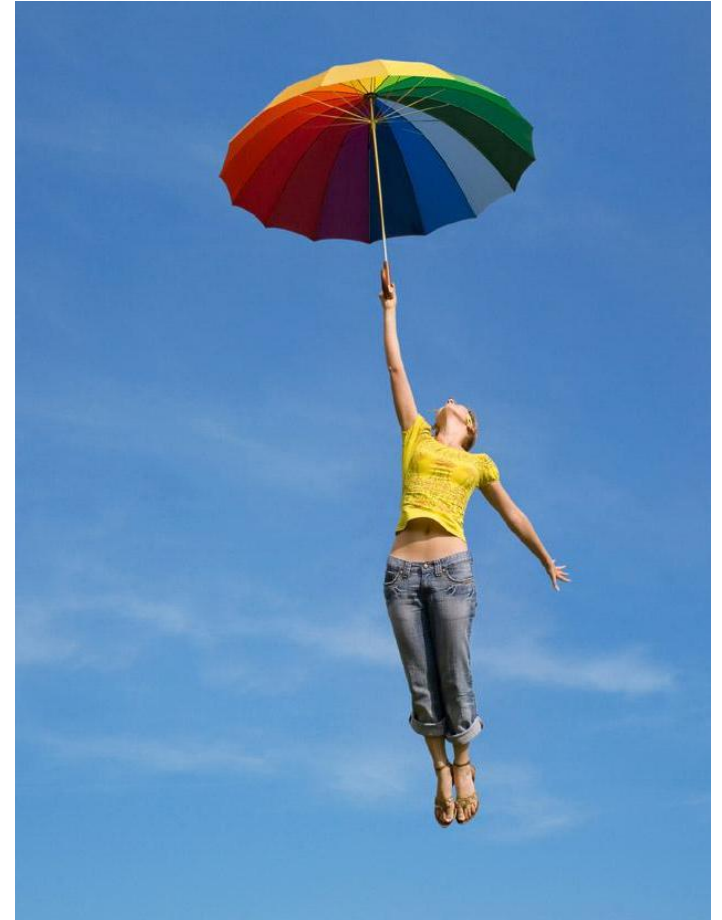
- Web
- Chamber of Commerce
- Banque mondiale / International organizations
- School network, personal network
- LinkedIn
- Consulting web sites (Mc Kinsey..)
- Books (.Manuelle Malot,..)
- V.I.E
- ...



Le Volontariat International en Entreprise (V.I.E.)

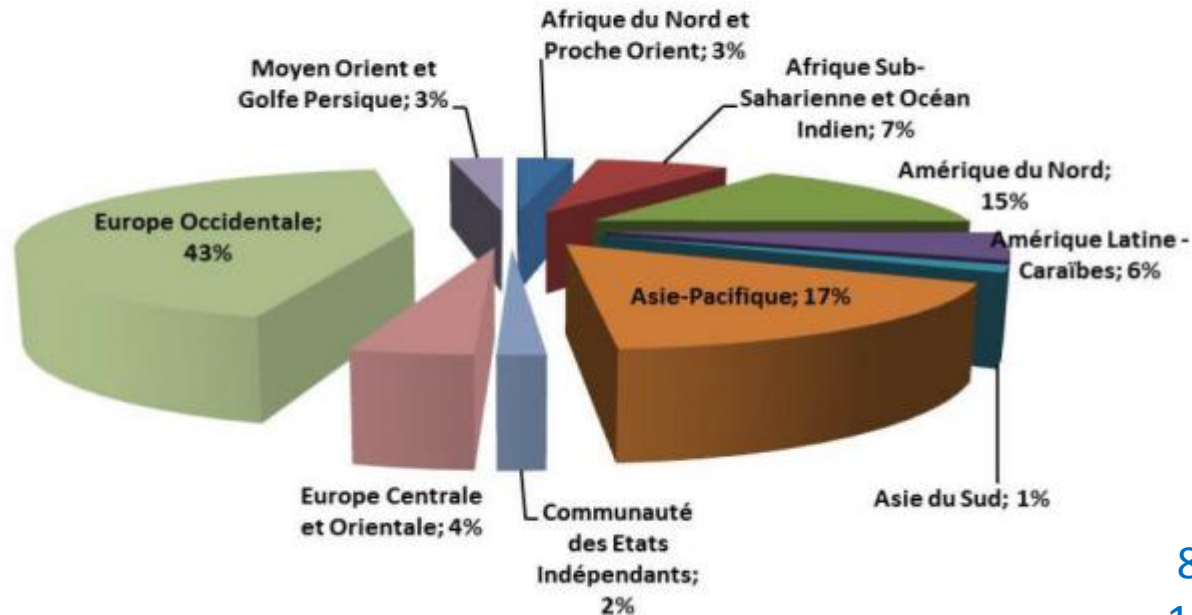
An Opportunity, an
experience, a starting point,
an open mind-set

www.civiweb.com



Main Industry sectors: Healthcare, automotive, Information technology

Au niveau national, les V.I.E sont présents dans 126 pays à travers le monde :



8200 V.I.E.
18 months average

