FRANKLIN P. PERDUE
SCHOOL OF
Business

ABLE Internship Program

Common International Business major activities:

- Develop an entrepreneurial business mentality.
- Witness ethics, compliance and business conduct issues pertaining to our industry.
- Learn time management requirements when working with individual agents or teams.
- Gain a thorough knowledge and understanding of sales and marketing practice for a global company.
- Work with firm's unassigned international client base in developing communication tactics.
- Learn and manage a firm wide database information system to execute specific international campaigns and initiatives.
- Learn international policies and practices of the organization.
- Provide customer service for assigned customers outside U.S.
- Communicate with clients oversees.
- Promote company services and products locally and abroad.
- Collaborate with team members and managers to develop international relationships of prospective businesses
- Conduct research of similar companies operating outside the U.S.
- Liaison with potential customers and / or international affiliates and local team.
- Provide research and analysis of monthly initiatives and performance to identify new opportunities to reach global
- key markets or territories.
- Provide assistance with tracking and ordering for overseas clients.
- Develop language appropriate training materials for employees stationed outside U.S.
- Aid director in developing and enhancing relationships in international sister cities.
- Conduct research and analysis on international markets, with a focus on American and international business landscapes.
- Conduct research on specific international trends (i.e., agricultural, etc.) industry regulations, and market opportunities to identify potential growth areas.
- Research if our business/organization can enter market in Europe, China, etc.; study their current market shares in that country.
- Collaborate with team to develop strategies that facilitate effective communication and business dealings across cultures. This includes assisting in the creation of communication guidelines and business protocols for diverse cultural environments.
- Collaborate with team to identify potential partners and distributors within our sectors, domestic and internationally.
- Participate in drafting proposals for USAID, State Department, and Defense Department opportunities in other countries.
- Work on new international initiatives and expansion opportunities into a specific market (i.e., technology, new and existing renewable energy, etc.).
- Assist with aspects of industry partnership development and management, including but not limited to research, outreach, contract development, and event fulfillment for international events.
- Assist with the implementation, planning, and execution of international based program(s).
- Assist in identifying new business opportunities and understanding cultural nuances that impact business operations; learn what difficulties an American country can have conducting business abroad.

- Assist in creating engaging content for our online platforms, including blog posts, social media updates, and newsletters (related to international business and operations).
- Help organization with annual funding of international supplier contracts to ensure the business has adequate funds approved.
- Help ensure international vendors are adhering to being compliant and in line with their contracts.
- Partner with other organizations to help facilitate amendments to existing contracts in line with global privacy requirements.
- Provide support in a variety of processes and initiatives that take place across Compliance to ensure our business is adhering to regulations, both domestic and international.
- Analyze data related to our product lines, helping us make informed decisions on product development and market strategies within a specific country or region.