

# INTERNATIONAL DEVELOPMENT MANAGER



**TITLE CERTIFIED LEVEL I**

**IN-COMPANY MISSION**

## OBJECTIVES OF THE TITLE International Development Manager

This is a vocational course leading to operational competences in the field of international import or export development.

The skills acquired by the candidate at the end of the course are the following :

- Managing and organising an operational structure abroad
- Using provisional management tools in international trade and knowing how to create value for the company
- Understanding risks, financing methods and guarantees used in the international development of a company
- Planning international logistics and adapting it to the geopolitical environment
- Drawing up a sales or partnership contract adapted to the target market
- Implementing, following up and supervising the import-export sales policy
- Mastering 2 foreign languages.

## IN-COMPANY MISSION

The work experience period can be carried out either as a professionalisation contract (with the agreement of the company's OPCA, accredited fund-collecting agency) or as an internship agreement.

For all internships carried out with an internship agreement, the student has the training student status. According to the legislation of 31 March 2006 on equality of chances, all internships of a 3 month minimum duration must be paid. When the trainee's monthly gratuity is lower than or equal to 12.5% of the Social Security ceiling, no social security contributions are due, either by the host company or the trainee.

## This work experience could enable candidates to :

- Put into practice professional techniques linked to international trade management
- Use their language skills
- Carry out a development project for the company.

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## ACTIVITIES THAT CAN BE CARRIED OUT DURING THE IN-COMPANY WORK PERIOD BY THE INTERNATIONAL DEVELOPMENT MANAGER

The objective of the Management Mention is to prepare students to occupy high-responsibility positions ( functional managers, executives, company leaders) in the key management functions linked to international trade ( Audit/Control, Human Resources Management, Marketing, Finance) in all types of companies (from the public or private sector, SMEs, multinationals...).

### By choosing a student in IDM, you will give your company an international trade specialist who will know how to :

- Use his/her language and cultural skills to serve the strategic objectives of your company to favour its international development.
- Communicate, persuade and negotiate in an intercultural professional context so as to develop import and/or export exchanges.
- Concretely analyse the difficulties of your partners to offer them practical solutions to solve litigious situations.
- Master written and oral communication techniques in international trade.
- Draw up contracts, internal and external communication tools, tools for marketing or quality approaches.
- Respect and implement deadlines linked to logistics
- Choose which management techniques to apply according to the strategic, human and cultural contexts targeted.
- Analyse the results of the company on a precise market, assess the opportunities and threats regarding its international development and identify which sales, law or accounting tools to use.

### The programme includes an intensive project management module, necessary in the work of any manager.

Your company will benefit from the mandatory end-of-year work of project set-up aiming at the development of the hosting company. This work will enable to motivate your teams around a development project and to benefit, through your student, from the expertise of the professionals giving courses in MBA, who are all experts in their fields.