Seeking Internships Abroad 101  By: Hana Kim

Of course everyone in the School of Tourism and Hospitality Management claims they want to travel the world; who doesn’t? However, I hate to break it to you guys, but it isn’t all that simple. Currently, I have been approved for a marketing internship abroad in Denmark for a small firm called Global Student. I have some tips to keep in mind for those of you deciding to “travel the world” because although it is wonderful, it is not an easy road. Based on my own personal experience, when you set your mind on interning abroad, you need to have four things: money, the proper paperwork, a great support system, and most importantly, an organization who wants to hire you.

1) Money, Money, Money
Before you even think of going abroad, you need to recognize that you will need money to support yourself whether an internship is paid or not. In my case, my internship is unpaid, but I do have a savings and a job right now that allows me to take this opportunity. Creating a list of things you need to be financially responsible for will help you to decide if going abroad is the right decision for you right now. Also, know that there are opportunities to receive “free money” (scholarships).

2) Loads of Paperwork
Trying to gain permission to enter a different country is your biggest hardship. Note: it is the most time-consuming process in your efforts. Make sure you read every single detail written on your visa application and make sure you have all the paperwork completed months in advance because you will need it to be approved and it can take up to 2-3 months. With every country, the requirements vary. In my case, I needed to complete a visa application, obtain university verification, employee verification, and provide my biometric features (fingerprints); I know... Denmark is intense!

3) Have Your Own Support Team
Those nights when you want to pull your hair out or are questioning your so-called life decisions is when your support system comes in handy. Whether it is your friends, family, professors, or your grandma, your strong support system will help you get through the emotional rollercoaster. Also, it is your support system that will help in your journey. My friends and family are my huge fan base cheering me on, but it is my professors who helped me take the right steps, prepare for my Skype interview, and make sure I have all the paperwork.

4) Offer Letter? Yes please.
Similar to the paperwork, every country is different in terms of how the internship process works. Some countries require you to seek a temporary residence before interning anywhere and others require you to have an organization express interest in hiring you. Please, know in advance what you are getting into before you begin, and remember that even if you found an opportunity, Mr. Mayer has the final say. Make sure that he knows your moves along this whole internship process!
On the Right Foot

By: Victor Tran

Obtaining your senior level internship is essentially the last hurdle in your STHM career. It is an opportunity to impress a company that can hire you immediately after graduation and jet set your career. Obviously, there is just a little bit of pressure in making this decision, and there is increased pressure when you’re still unsure of what it is exactly that you want to do. The hardest part of finding my internship was narrowing down the options of where to apply.

My first step was making an appointment in the CSPD. From this meeting, I was able to determine what areas of the industry I would like to work in and what areas didn’t really interest me. We talked about what I liked and didn’t like about my junior level internship and what I want to get out of this internship. Sometimes just talking it out with someone is the best solution. From there, I narrowed it down to a few companies and researched their internship programs. I took into consideration the fact that I wanted to stay within Philadelphia and whether or not there would be growth within that company for me. Eventually, I decided on the finance department of the Ed Snider Youth Hockey Foundation. I’m really excited about this next part of my life, mostly because I know that I have the support of everyone at STHM to help me along the way.

3 Steps to Stay Stress-Free

By: Kristie Otto

Between Capstone class and Senior Seminar, one can get extremely stressed during their last semester of classes as an undergraduate of STHM. Having to find an internship between it all only adds to the stress of the semester. However, not all is lost as a senior of STHM! When looking for internships, I have a few words of advice for helping the search:

1) Apply early – Resources such as Experience and Teamwork Online are great sources for internships in the industry. Check early in the semester for any positions you may be interested in and apply for them all. There’s nothing more stressful than being midway through the semester without a sense of where you’ll end up the next semester.

2) Sell yourself – When going in for an interview, it may be your only shot at selling yourself for the position. Why do you deserve this position over the plethora of other applicants? What makes you special? What can you do for the organization? Determining the answer to all these questions will make you stand out in the mind of employers.

3) Making the right choice – Let’s face it, even seniors may not know what they want to do in the future. However, if you have multiple offers from different companies, knowing what your career interests are is important. Choosing a renowned company that won’t propel your future after the internship ends may not be as beneficial compared to the lesser-known company that has a better chance of setting you up for success in the field of your choice.

The wonderful thing about internships is that they give you an idea of whether or not a certain company or department is suited for you. Don’t be afraid to take risks; this is your time to experiment!
Whether you are excited or scared, as an STHM student you will eventually need a senior internship. Internships have various connotations and with that kind of pressure it’s no wonder the process can be daunting for some. I want to offer our readers my top three tips on how to successfully obtain an internship. These three rules will help enhance your internship search and will hopefully lead you to discovering the perfect internship experience.

Number one piece of advice: start searching early. The internship search is a competitive one and will require students to plan ahead and keep to a schedule. The longer you wait, the less opportunities you will have. Number two: keep an open mind. Although by senior year, most students have a decent idea of what they want their career to be, please be flexible. Look at as many options as possible and expand your knowledge of the industry. This doesn’t mean you can’t go after a specific career path, just simply be open to experiencing different fields within the industry and try to go on as many interviews as possible. Number three: use your resources. You will never hear this advice enough. I highly suggest talking to friends, parents, advisors, professors, and essentially anyone who will listen to you, about your internship search because you never know who will be able to assist you during this process.

Finding a full-time internship is a scary process that everyone in STHM has to go through. With hundreds of thoughts running through our minds during this time, one thing is important to remember: this internship is not an end-all be-all. Many of us have the feeling that once we choose an internship location, that’s it, that’s where we could be forever. Although that is a possibility in a few cases, that slight chance of “forever” should never scare you away from choosing a company that’s out of your comfort zone.

I had the ability to take an internship at my place of employment, a place at which I was comfortable. I had also inquired about the events department in a corporate company, but they did not have the program I was looking for. It took a long time to realize that I couldn’t just take what is right in front of me or focus on a “what if”, I had to step out of my comfort zone. Through word of mouth, I heard about a catering company, took a chance and contacted them about an opportunity. After two interviews for an internship in their event management position, I accepted.

No matter where you end up for your internship, you’ll learn important skills and lessons that will transfer to any position you may move to in the future. You aren’t stuck in one place forever, but your experiences will stick with you for life.
When people ask me what I am doing for my internship, I feel a little self-conscious. I am not working for Hyatt or Marriott or any hotel conglomerate that the School of Tourism and Hospitality Management praises. Instead, I am working with a company called Biovid, a leading pharmaceutical and medical device global marketing research and strategy consulting firm, as a Field Coordinator Intern.

Spending New Year’s Eve on an airplane was not what I was expecting this year. However, that is exactly what I will be doing. Fortunately, I have been given the opportunity to intern abroad with Grand Hyatt Jakarta Indonesia in their Sales and Marketing department. I believe interning outside of Philadelphia will give me the maximum internship experience. Grand Hyatt Jakarta is one of my top choices for an internship position. The hotel holds an excellent reputation and has a very diverse staff. The Hotel Manager, Fredrik Harfors, graduated from Washington State University and has been employed with Hyatt ever since. He started working in Hyatt Regency Chicago, Hong Kong, Sydney, and currently in Jakarta. The Director of Sales, Rini Stoltz, attended Cornell University, New York studying Strategic Marketing in Hotel & Restaurant Management. I hope to learn as much as I possibly can from these successful people to help me advance in the future.

Searching for an international internship definitely has its challenges. I have to admit that the process is very different than in America due to culture differences. I remember having a Skype interview with JW Marriott and they had asked me personal questions such as my age, status, weight, height, and religion. I felt very uncomfortable since it was unusual for me. However, this is the normal process in Indonesia. I expect this internship experience to take me outside of my comfort zone and challenge me for the better.
New Era Tickets is an entertainment ticketing company located in Exton, Pennsylvania, which provides full-service ticketing and fan marketing solutions for facilities, sports organizations, and entertainment companies. As a marketing intern, I will be able to assist employees and executives in accomplishing company goals by ensuring email deliverability, designing and customizing messages and offers across marketing channels, and conducting lead and database research.

As a self-titled “Saleswoman” with measurable experience in sales and customer service, I originally envisioned myself completing my senior internship in a sport team’s sales office. Why then, however, did I pursue and accept a marketing internship with New Era Tickets?

Apart from providing me an opportunity to work for a renowned entertainment management company, Comcast Spectacor, this internship will provide me the opportunity to explore an area of the sport industry where I have had minimal opportunities to do so. I also will be able to continue to fine-tune my graphic design skills I have developed this semester while creating the official website for Montague-Ridall & Associates. Additionally, New Era’s “laid back” office culture will allow for me to work closely with leading sport marketers and gain experience that will not only enhance my resume, but also further my professional development. Having this time to polish newly acquired skills will help me potentially build a long and satisfying career within the sport marketing and ticketing sector of the industry.

Lastly, like sales, marketing proved to be particularly appealing as it is all about people—and what could be more interesting than that? I am a people-oriented person who thrives on challenges and uncovering answers; accepting an internship focused around the study of people is critical in diversifying my resume and experience.

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**But, I’m a “Saleswoman...” So, Why Marketing?**

By: Allison Francis

**A View on the Industry from the Inside-Out**

By: Joyce Hernandez

For the spring of 2014 I will be interning with a unique tour company in New York City called “Inside Out Tours”. The company emphasizes on providing visitors and local residents with the ultimate cultural experience by allowing visitors to fully engage their senses in New York City’s vibrant and diverse neighborhoods located in Manhattan, Brooklyn, and The Bronx. “Inside Out Tours” offers an experience that includes: food tasting, interaction with the local community, viewing of artwork from artisans, and historical site seeing. As an intern, I will be working closely with the founder and chief to implement new marketing and sales strategies and provide assistance with the company’s upcoming non-profit organization. After receiving several internship offers, I made the decision to join “Inside Out Tours” because it provides me with the opportunity to utilize my creativity and sales experience while making a difference among people. My suggestion for choosing the right internship is to be led by passion. The more interest you have towards the company’s mission and values, the more effort you will put into your work.
During the fall of my junior year, I was applying and interviewing in hopes to land an internship for the spring. I was feeling extremely confident after my interview at the Philadelphia Convention and Visitors Bureau with a woman named Arlene Iannacone. Everything went smoothly, I was confident, and she appeared to be very impressed with how our meeting went.

A few weeks later, I heard back from her explaining that I was exactly what they were looking for, but they needed a senior due to the amount of hours the intern needed to fulfill. Although I was upset, I took it upon myself to check in with her three times over the course of the year assuring her that I would still be interested for a senior internship. Towards the end of summer, I contacted her again and her exact words were “I will hold you to that internship!” So, in September I met with her at PHLCVB and was officially offered a position as the Convention Services intern!

My advice to other students is to maintain contact with everyone you meet and interview with. Even if it doesn’t go the way you planned, you never know when they will pull strings to help you. First impressions matter, but maintaining interest and contact can land you an opportunity of a lifetime. If it weren’t for my consistency, I wouldn’t have had the edge on my competition!

The process of finding an internship was not very difficult for me. I had the privileged opportunity of working with the Assistant General Manager of the Wells Fargo Center during the 2012 Winter Classic at Citizens Bank Park. He was well aware of my capabilities and hard work ethic before I applied for the position of the Event Manager internship at the Wells Fargo Center. However, this was not the only internship I applied for. I also was frequently looking on the Teamwork Online website for any opportunity that sounded interesting. That is when I came across an opportunity to work in Sunrise, Florida with the Florida Panthers working in Event Management and Facility Operations. I emailed my resume and was contacted within a couple of days about the opportunity. Then, I set up a phone interview and upon the conclusion of the interview I was offered the internship.

A few weeks later I had my interview at the Wells Fargo Center; I was confident going into the interview because of my past work with the Assistant General Manager and the fact that I had another offer to fall back on. Before the interview, I made up my mind that if I were offered the Event Manager internship I would accept it, due to the opportunities that Comcast Spectator and Global Spectrum offers and the numerous facilities worldwide they manage. I was then presented with the offer and I gratefully accepted.

During the events of the Winter Classic I made up my mind that I fully wanted my next internship to be in Event Management; I loved every aspect of preparing and conducting events. My advice to all students who are currently looking and will be looking for internships is network as much as possible and work hard at each opportunity you are given to make sure future employees know your name and associate it with positive hardworking thoughts. I’m sure many teachers tell you how important networking is, and you might blow that off like I used to; but to tell you the truth, networking and hard work are main reasons I obtained the internship I wanted.
# December 2013

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