

Partner Companies

International Sales & Marketing 2017

CIL is working closely with industry

- Guest lectures
- Company visits
- Partner Company Assignments
- Individual assistance with company contacts for your thesis

Partner Company Assignments

- Aim: Apply theory into practice
- Choosing partner company
- Groups of 2-4 students
- Personal contact with your partnercompany
 - Referens for your future
- During semester 2 and 3

Conditions

- Same group during the semester 2 and 3
- Same company
- Professional projectgroup
- Groupassignments
 - Semester 2 -> 3 assignments
 - Michael Rådberg, Thomas Nilsson, Peter Ceasar
- This means your first continuous contact with companies and you will need cars, bikes
 - Booking system in the cafeteria. Talk to Ingrid or Annika

Codes of conducts

- **2 weeks rule**
 - Make an appointment with your contactperson at your company
 - Mail or telephone
 - Before each new assignment, ask to schedule a visit and interview.
- **Be prepared**
 - Make a professional presentation of your group, education and the assignment in the mail
 - Do a professional presentation in the telephone
 - Be prepared of the aim of the assignment if the contactperson have questions

- **Be in time!**
 - It's not sure that the contactperson answer the same day
 - Explain that you will make an appointment sometime within two weeks.
- Ambassadors of ISM, CIL, Linneaus university
- **Think about your personal brand**
 - Create a professional impression
 - Maybe you meet this person and company in other contexts

Divide into 9 groups

- Max 4 students in each group.

- Criterias:

At least

1. 1 Swedish student
2. 1 International student
3. 1 Female
4. 1 Male
5. 1 with a Swedish driving license



Successful teams don't just happen

- All groupmembers must contribute
 - Create a contract in the group with rules and agreements that everyone in the group is united on
- Be sure that all team members have the same goal with the assignments
- Coach each other and help your team members to develop
 - You are different members with different experience and abilities
- You work actively to become part of the team by cooperating and follow rules you have in your team

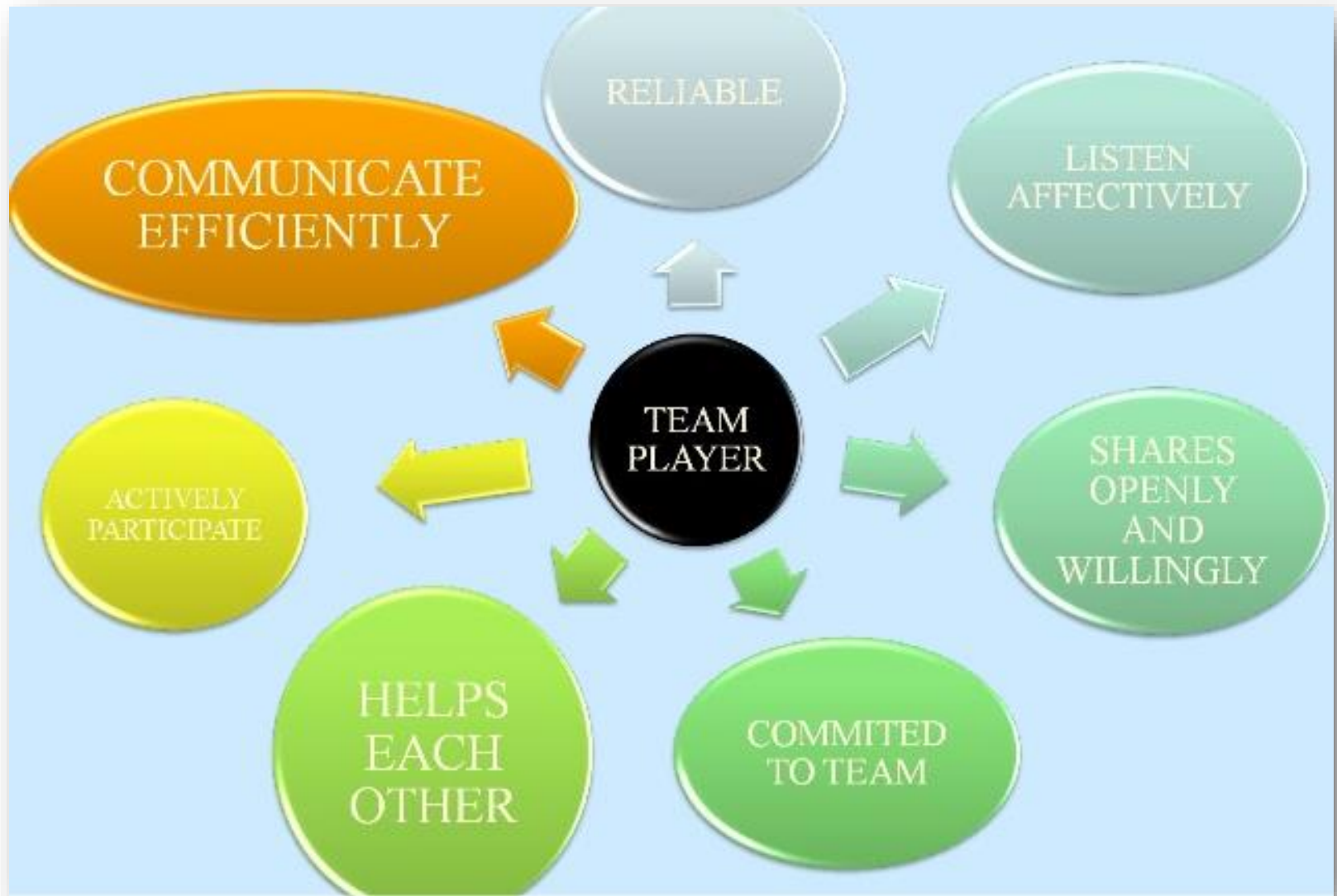


- One part of the assignment is to work professional in the group
- Plan and carry out the task and deal with emerging problems in the best way

Characteristics of a good team

- Clear Objectives
- Roles for all members clearly understood
- Appreciation for each others qualities
- Openness of thoughts, beliefs and actions
- Trust among members
- Co-operation in team members
- Ability to deal with conflict
- Good communication
- Purpose of unity
- Shared goals and objective

- ***This you can apply in the future worklife!!***



Selectable partner companies

February, ISM16

1. Kalmar Global
2. Electrolux Laundry System
3. Gerdmans AB
4. IDNet AB
5. Konecranes AB
6. PostNord Fulfilment AB
7. Sigma Technology AB
8. Volvo CE
9. Emballator Lagan Plast AB

Kalmar Global

- Manufactures Forklifts, Reach stackers, Terminal tractors etc.
- Container handling in ports and terminals
- Every fourth container or trailer transfer at terminals around the world is handled by a Kalmar machine.
- Part of Cargotec group (Hiab, Kalmar and MacGregor)
- Located in Lidhult,
35 km from Ljungby
- www.kalmarglobal.se



Electrolux Laundry Systems

- Part of the Electrolux Group, the world's largest producer of powered appliances for kitchen, cleaning and outdoor use
- Leading supplier of professional laundry solutions worldwide
- Three manufacturing entities in France, Sweden and Thailand
- 19 national sales companies around the world
- 150 distributors serves the global customer base
- The factory in Ljungby is one of the world's leading manufacturers of professional washer extractors and tumble dryers.
- www.electrolux.se/professional



Gerdmans

- Selling furnishing for offices, industries and warehouses
- A catalog company, B2B, with about 11 000 products
- Headquarter in Sweden and sales offices in Denmark, Norway and Finland
- A part of TAKKT-group, that is the leading group for office furniture in Europe and Northern America. The group's brands are represented in more than 25 countries
- Located in Markaryd, 50 km from Ljungby
- www.gerdmans.se



IDNet

- IDNet is an IT company that creates solutions for logistics in stores and warehouses
- Develop four different products/systems
- Customers as Volvo, Konsum and Jula
- IDNet is a quite new partnercompany to CIL
- Located in Gothenburg, 220 km from Ljungby
- www.idnet.se



Konecranes

- Lifting Businesses for manufacturing and process industries, shipyards, ports and terminals
- Konecranes is the world's largest supplier of industrial cranes
- Salesoffice in Halmstad
80 km from Ljungby
- www.konecranes.se

KONECRANES®



PostNord Fulfilment

- PostNord offers communications and logistics solutions to, from and within the Nordic region
- Logistics solutions, incoming deliveries, warehousing and delivery to recipients
- Third-party logistics, Fourth party logistics
 - CDON, Ljungby
- E-commerce
- Located in Ljungby

postnord



Sigma Technology

- Produce technical information
- Systems for information management
- Informationslogistics
- Headoffice in Gothenburg, but our contact is located in Växjö, 60 km from Ljungby
- <http://sigmatechnology.se/>



Volvo CE

- Part of Volvo Construction Equipment Europe which is a part of Volvo group
- Produce articulated haulers
- 800 employees in Braås
- A real global organisation
- Not the same company as Volvo Cars
- Located in Braås, 90 km from Ljungby
- <https://www.volvoce.com/global/en/this-is-volvo-ce/corporate-information/our-locations/braas/>



Emballator Lagan Plast

- Develop, produce and market plastic packaging for the food and chemical products in the form of buckets and cans
- One part of Emballator Group with production in Ljungby and Vittsjö
- Sales offices in Finland, Norway and the UK
- Provides total solution from conception to delivery

emballator
LAGAN PLAST



- Rank your requests about company. 1-9
- Ulrika compiles the groups based on criteria and requirements
- Ulrika mail the final groups with company and contactperson. Wednesday afternoon
- The new group will be start working Thursday at the lecture of Michael Rådberg
- It is not negotiable to change group!!
- It is a part of the education that you will work in group, solve problems together and prepare for working life!
- Questions? Contact Ulrika Svensson, ulrika@cil.se

