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APPLICATION FORM: GLOBAL TRAINING PROGRAMME 2017-2018 - INTERNSHIP INFORMATION

CORPORATIVE INFORMATION			
Name of the company		Accessio GmbH	
Contact Person		Dominik Wieser	Email : <input type="text"/>
Location	Country	Austria	
	City	Graz	
	Address	Stremayrgasse 16, 8010 Graz	
Sector		Software development (SaaS and IoT), Marketing & Sales	

PROPOSED INTERNSHIP INFORMATION		
Number of trainees to host		1 becario (se ofrecen varios perfiles)
Extension time (extra months and salary) OPTIONAL	Extra months	Si al finalizar los 6 primeros meses la empresa y el becario desean prorrogar la estancia, la empresa ofrece la posibilidad de prorrogar la estancia hasta 6 meses más.
	Monthly payment for extra months	Al finalizar los 6 primeros meses, la empresa ofrece la posibilidad de prorrogar la estancia varios meses con la siguiente mensualidad (a día de hoy): € 1358

INTERNSHIP/PLACEMENT INFORMATION	
Department (in case you want more than 1 trainee, indicate the different departments where they will work)	As our company is a startup we do not really have departments. You will be completely integrated in our team and work close with our founders and other colleagues. Generally we divide the company into development and marketing & sales, although we all work together to accomplish our goals.
Description of project/activities (in case you want more than 1 trainee, indicate the different projects/activities on which they will work)	<u>Job 1: App Development</u> Accessio is SaaS company to manage parking lots. With Accessio visitors can open a barrier/garage with their smartphone without installing an app. (Try our online demo and you will immediately understand https://test.accessio.at/demo) Yet we also offer a native app for people who use Accessio regularly. It works similar to a remote control. Your job will be to develop this apps (iOS, Android, Windows Phone) further. Possible features include registering guests from the app. Displaying the status of the garage in the app or reserving parksharing lots out of the app. If you have a good idea you can also develop your own idea, as long as it is helpful for our customers. <u>Job 2: Sales and/or Marketing</u> We spent a lot of time building our product and have a couple of customers who are really happy. Now we want to bring our company to the next stage and quickly get the next 100 paying customers.



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	<p>Your job will be to work in sales and/or marketing. Whether you find a creative way how to generate more leads. Or you optimize the number of leads that convert to paying customers. This department is really hands on and only has the goal to make Accessio grow fast! We also focus on Online Marketing and paid channels like LinkedIn, Xing, Facebook. If you think our product is ready to be sold in your country (Spain), feel free to find sales partners there or sell our product to Spanish companies. Also in this job we can focus on your interested and strengths.</p>
COMPETENCES, SKILLS and EXPERIENCE REQUIREMENTS	
<p>Requested profile(s) information (Studies, previous experience, language skills, other skills...)</p>	<p><u>Job 1: App Development</u> We are looking for a motivated and highly skilled app developer. We offer a stack of modern technologies and a really good and clean codebase.</p> <p>Your Studies: Computer Science, App Development, or similar</p> <p>Skills: (not all of them are expected but you should be really good at some of them)</p> <ul style="list-style-type: none"> - Java (Android) - Swift (iOS) - C# (Windows Phone) - Creating/Designing nice User Interfaces - Code versioning: Git - Hybrid Apps and therefor: HTML, CSS, Javascript <p>Language: English is enough, German of course also possible</p> <p><u>Job 2: Sales and/or Marketing</u> You should be an open minded, creative person that has some marketing and/or sales experience. You know the world wide web and also like to work with numbers to measure your results.</p> <p>Your studies: Marketing, Sales, or something similar</p> <p>Skills: (not all of them are expected but you should be really good at some of them)</p> <ul style="list-style-type: none"> - Online Marketing - FBA, Xing, LinkedIn, Adwords - Content Marketing - SEO <ul style="list-style-type: none"> - Generating leads systematically online - Social Selling (Find prospects online) - Able to communicate and contact leads (in English) <p>Language: English is fine. It would be an advantage if you speak German, as it could be important to have some basics. Although this is not an requirement.</p>
<p>Other commentaries</p>	<p>We are a young team that work professionally and with a clear goal in mind. Yet we do not care about formal stuff. We do not have striced work times or company hierarchies. With us you should have fun at work and be able to bring your ideas to live.</p>



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INFORMATION ABOUT THE COMPANY/INSTITUTION

LOGO	
WEBSITE	https://www.accessio.at https://test.accessio.at/demo (Try online demo of product)
INFORMATION ABOUT THE CITY AND THE AREA WHERE THE COMPANY/ISTITUTION IS LOCATED (General information about SECURITY, ACCOMODATION, PUBLIC TRANSPORT...)	<p>Graz is situated in the south of Austria near the boarder to Slovenia. It has a moderate climate with Mediterranean influences. This leads to warm summers and calm winters usually typical for south European countries. There are 280.000 inhabitants living in Graz. With more than 50.000 students, Graz is a dynamic city with young people.</p> <p>Regarding security: There are no explicit security concerns to mention. Costs for living in Graz are quite low compared to other cities like Vienna or Salzburg. The public transport system offers buses and trams which connect all parts of the city. The fastest and most cheap transport method is the bike. Within the city all important places can be reached within a 15 minute ride.</p>
GENERAL INFORMATION ABOUT THE COMPANY/INSTITUTION	<p>The Accessio GmbH is a startup incubated in the Science Park Graz. The Science Park Graz supports Spin Offs of Graz University of Technology.</p> <p>Accessio was founded by two young entrepreneurs that want to change the way company-parking-lots are managed. That's why we created an easy to use and secure SaaS product.</p> <p>Join our open minded and forward-thinking team and have a lot of fun with us!</p>
MAIN ACTIVITY OF THE COMPANY/INSTITUTION	<p>Accessio is a parking lot management platform for companies, with an integrated access control system for existing barriers or gates.</p> <p>It offers easy and smooth access for customers and staff via their smartphone and further increases the efficiency of the existing parking lots.</p> <p>When parking lots need to be secured by a parking barrier, it is the first touchpoint between the customer and the company. As the company should not allow the access of every car by default, there are often long waiting times and annoying discussions with the doorman.</p> <p>With Accessio customers are registered by the employees themselves in a web application. The customer receives an innovative entry ticket via email or text message and can enter the company parking lot by using their smartphone without the need to install an app.</p>



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A BRIEF EXPLANATION OF MAIN PROJECTS	<p>Inside the company there are two big projects ongoing:</p> <p><u>1) Further development of the products</u> Our Products (Webapplication, 3 Native Apps for iOS, Android, Windows App, Outlook Plugin, ...) are improved all the time. We want to offer our clients the best product and based on their needs and feedback we create new features to support them with their daily tasks. Our web application is developed quite well. The most important functions should also be implemented in our mobile apps. This job could be done by you!</p> <p><u>2) Marketing & Sales of the product to scale fast</u> We have some first customers that are really happy with our product. Now we want to get a lot of new paying customers fast. This is why we invest heavily in marketing and sales. We are doing tele-sales and direct sales with partners. On the other hand we invest heavily in online sales, as we believe that this will be the feature, even in B2B sales.</p>
PREVIOUS COLLABORATION IN INTERNSHIP/TRAINING PROGRAMMES?	<p>As our company was only founded recently, we did not host any trainees yet. In summer we were offering internships for 2 months to local students, which worked really well.</p>
OTHER COMMENTARIES	