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- 33 years as teacher at Aarhus Business College, Denmark
- 16 years as educational consultant at AABC
- 18 years as "Short Term Expert" on VET reforms in Russia, Poland, Czech Republic, Hungary, Slovenia, Serbia, Albania, South Africa, USA, Australia, Cuba and Greenland
- 11 years as external assessor with the EU commission in Brussels under the EU programs Leonardo, Erasmus+ and Socrates.



Educating a global workforce!

Work placements abroad
The Danish PIU programme

KISS

What is it?

- A programme where Danish under-graduates* **work** abroad for typically 12 months
- An **education** where the undergraduate also attends 1 to 4-week courses in Denmark relevant to the field of work
- A **fantastic opportunity** for the UK company to tap in on the Danish and Scandinavian way of thinking.

Their background

- Generally focussed on business and related topics
 - Marketing/Sales/Trade
 - Accountancy/finance
 - Business language (primarily english)
 - Social science
 - Innovation and entrepreneurship
 - ICT

Their tasks from day-to-day?

- Same as any other "trainee" or "apprentice" – basically the same tasks as a regular FTE.
- Customerservice, invoicing, salesbackup, accountancy (light), summaries, reports
- Need to be active... must be enough work!
- **Important** – they need to be educated in the relevant fields of the job.

Checklists – from ”sales”

Communication and Service

Sales and Service

The already ticked functions are compulsory. Please tick 3 more functions in this box.

1	Sales and service profile in the company	x
2	Marketing profile and plan	x
3	Planning and execution of sales	x
4	Developing and maintaining customer relations	x
5	Planning, execution and conclusion of personal customer service	x
6	Segmentation of customers	
7	Participation in product development	
8	Calculation of prices	
9	Execution of active sales	
10	Sales on electronic media	
11	Use of electronic media in marketing and communication with customers	
12	Participation in the planning and implementation of activities and campaigns	
13	Preparation of sales letters and quotations	

What's in it for us?

- An under-graduate with **drive and motivation**
- A competent young person eager to work, learn and face cultural and linguistic challenges in a new work environment.
- A person that will **bring professional skills** from their vocational education in Denmark.
- A person that can provide relevant **information about business practices in Scandinavia** that may be of value for companies abroad.



Practicalities

Period of placement:

One year (can be extended for another year).

Start date:

Between 1 August and 1 September.

College:

The trainee must attend a one- to two-week course at AABC during the first year of the placement and the rest of the year at your company (no costs involved for your company).

Working hours:

Full-time

Salary:

The equivalent of a local trainee salary depending on the trainee's skills.

Holiday:

20 – 25 days per employment year.

Insurance:

The trainee must be covered by your company's industrial injury insurance and your employee's liability insurance.

Accommodation:

The trainees are responsible for finding their own accommodation.