



Administrative documents

At the beginning of the internship, we will sign three copies of an agreement between:

- Your company,
- Our school's higher education department (Lycée Guillaume Apollinaire)
- The intern.

On the last day of the internship, you will be invited to sign a certificate to validate the internship.

Do you want to welcome a French student for an internship?

Then contact us !

The PROFESSOR's contact information:

Mrs Blanc, professor of management and marketing

E-mail: veroniquemb@me.com

Mobile : 00 33 6 77 26 02 98

Contact information of our school's higher education department:

Lycée Guillaume Apollinaire
BTS Management des Unités
Commerciales

42 rue du pavé de grignon
94320 Thiais France

Telephone : 00 33 1 48 84 02 67

<http://www.apollinaire-thiais.ac-creteil.fr/>

BTS Management
Thiais U.C

ERASMUS Partnership

Welcoming a French student for an internship in your company

2-year post-A-level degree in Commercial Unit Management
BTS Management des Unités Commerciales (**BTS MUC**)



BTS MUC Thiais
You're invited to visit
our blog

<http://www.bts-muc-thiais.fr/>

BTS MUC ? WHAT IS IT?

The BTS MUC curriculum (2-year post-A-level degree in Commercial Unit Management) aims at training professionals who will be immediately operational to work for large retailers or business outlets at large.

After a few years' experience, our students are able to be promoted business unit managers, local bank agency managers, department managers, sales manager, ...



Since 1992 more than 500 students have graduated and could express their joyce during the formal graduation ceremony

MISSIONS DURING THE INTERNSHIP

Interactions with customers

- Preparing interactions with customers
- Managing customer relations: sales, service relation and negotiation
- Participating in marketing and sales actions

Daily tasks and merchandising

- Daily management of a section
- Setting up products and service implementation
- Optimizing the setting-up of one or several categories of products
- Analysis of the process of optimizing shelf space

Supply Management

- Getting Involved in the supply management
- Identifying and analyzing dysfunctions

Work Organization

- Participating in the organization of the sales staff's work: creating schedules, planning meetings.
- Analyzing the performances of the sales team.

**LOCATIONS OF THE
INTERNSHIPS** : Sale units in Europe

**INTERNSHIP
CALENDAR** : Nine weeks
starting on the first Monday of
May

