



PREPARATEVI
A GRANDI
IMPRESE

www.meet-torino.com



..take the challenge , share your experience, become a Mentor in the

“MENTORING FOR INTERNATIONAL GROWTH Programme”

Technical partners





We are seeking professionals with qualified international backgrounds willing to experience a new challenge as Mentors

The Turin Chamber of Commerce runs a Mentoring program to encourage the exchange of managerial experiences across international markets with business leaders, with personal or professional ties to Piedmont.

The program intends to support the international growth of entrepreneurs and business owners in the greater Piedmont region.



WHAT IS MENTORING



A **voluntary** relationship between a business professional with significant and well recognized work experience (Mentor) and an up and coming entrepreneur (Mentee). The Mentor, based in their own field of experience, facilitates the **professional development** of these mentees.

Values governing the relationship:

- Open dialogue, transparency and trust
- Confidentiality
- No conflict of interest
- No commercial business relations and/or financial interest in the company
- Sharing of business experience and learnings





MENTOR'S EXPERIENCE



Andrea Ciccolini, VP of IT Hospira, Chicago – Mentor of Alex Stancu, Dixit

“ As a Mentor, I am taking home new friends, the passion of a team of experts and the awareness that dedication and sound experience can open any door. Also a new perspective of my country of birth, made of outstanding people...”





THE PROGRAM IS PROVEN AND HAS BEEN INSPIRED BY THE LUXEMBOURG EXPERIENCE



www.businessmentoring.lu

Managed by Business Support E.I.G. in Luxembourg (supported by the Chamber of Commerce of Luxembourg)

Since its founding in 2010: 40 Mentors, 50 Mentees

Impact on the companies ed. 2010-2011:

- *95% of the companies associated with the program are still in business*
- *staff employment has increased by 28%*
- *revenue for the new companies has increased by 29%*

1. The mentor: an experienced business **professional** with **ties to Piedmont** (by origin, education or work) **living abroad**, member of the Meet@Torino Network
2. The mentee: a Company Executive or holds **a key managerial position** in a **company based in Piedmont**, interested in the international growth of the company
3. Both parties engage in the relationship on a **voluntary, non paid basis** and sign an **agreement** to adhere to certain ethical guidelines.
4. The Mentoring lasts at least **8 months**, with a minimum **30 hour** time commitment



WHY BECOME A MENTOR



1. Have access to an international and Italian **network** of experienced professionals in your field of work and benefit from the exchange of managerial best practice
2. Qualify your professional experience, by improving your skills in international business support, with your **engagement in a real case study**
3. **Gain visibility** among the Italian business community as a qualified professional in your field of work
4. Contribute to the growth of a compelling international **business culture** among the business community in Piedmont
5. Share the merits of the **international success** of companies from your place of origin





ETHICAL GUIDELINES



1. Both parties commit not to engage in direct business relationships during the mentoring experience
2. Mentor and mentee guarantee the absence of conflict of interest in their relationship, during the program
3. The Mentee commits to provide to the Mentor a truthful, transparent and comprehensive description and positioning of the company
4. Mentor and Mentee commit not to disclose to third parties any sensible information shared around their relationship, unless explicitly agreed to by the parties.
5. The Mentor does not act as a professional consultant during the tenure of this agreement
6. Both parties are free to terminate the relationship, in the event that the discussions are not positive or constructive or any serious disagreement might occur between the parties





TIMING



- **Before Sept 18**: mentors expression of interest timeframe
- **Sept 21-25**: mentor's application evaluation
- **Sept 28-Oct 23**: mentees application timeframe
- **Dec 17-18**: mentors-mentee introduction plenary meeting in Torino
- **Jan 15**: mentor-mentee matching completed
- **Jan-Sept**: mentoring experience





WHO CAN APPLY AS MENTOR



A professional who meets all the following criteria:

1. Ties with Piedmont by origin, study or work
2. Permanently living and working abroad and member of the Meet@Torino network (connected on LinkedIn)
3. At least 10 years of working experience and 3 years of continuous international experience
4. Holding a managerial position in one of the following areas:
 - Sales and business development
 - Purchasing
 - Product Development
 - Research & Development





MENTOR'S SELECTION CRITERIA



1. The selection of the eligible candidates will be made by a Committee
There will be no ranking, but a YES/No evaluation
2. The matching of the pairs will be finalized by the Committee, taking into consideration the preferences of both mentors and mentees
3. Candidates who will not find a suitable matching, in this phase of the program, may choose to be considered for further editions

HOW TO APPLY AS MENTOR

- contact the Organizer meet-torino@to.camcom.it
- fill in the application form before September 18. You can find it @
www.slideshare.net/MeetTorino
www.to.camcom.it/mentoring



MATCHING PROCESS



WHAT MENTORING DOES & DOES NOT PROVIDE



TO THE MENTEE

TO THE MENTOR



consulting advice, market analysis or business plan



a remuneration for the time dedicated



direct introduction to potentially new business partners



flight expenses (economy-class ticket) to attend the introductory meeting in Torino, Dec 17-18



online training webinar on mentoring



online training webinar on mentoring



coordination and tutoring by the organizer



coordination and tutoring by the organizer



reimbursement of travel expenses for meetings with the Mentor



distance communication tools



meeting facilities in Turin for mentoring meetings



meeting facilities in Turin for mentoring meetings



distance communication tools





PROGRAMME SPONSOR



The Turin Chamber of Commerce

A public organization representing the Turin and greater Piedmont Region business community (over 200.000 companies), with an extensive experience in supporting local and regional companies extending their business development in foreign markets.

Learn more @: to.camcom.it

WHO ARE OUR PARTNERS?

- Piedmont Region
- Young entrepreneurs groups of the «Unione Industriale e API Torino»
- I3P, Business Incubator of the Turin Polytechnic
- 2I3P Business Incubator of the Turin University
- Torino Wireless Foundation
- Piedmont Agency for Investments, Export and Tourism



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DI TORINO

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Our
experience
in Year 1



FIRST ED. 2014-2015
ACHIEVEMENTS



MENTOR APPLICATION



47
applicants

29
selected

21
engaged

MENTEE APPLICATION



76
applicants

156
Mentors
choices
expressed

19
engaged



Our
experience
in Year 1

FIRST ED. 2014-2015
ACHIEVEMENTS



30 HOURS MENTORING EACH = 600 HOURS



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ACHIEVEMENTS



MENTORS MENTEES KICK OFF MEETINGS IN TORINO




Our experience in Year 1

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ACHIEVEMENTS



2015 MENTORS JOB

CEO AGC VIDROS DO BRAZIL	Head Marketing Strategy E-BAY	Director, Talent Dev. NATIONAL INSTRUMENTS	Head Product delivery PEARSON	CTO TELEKOM MALAYSIA	CEO ROKIVO US	VP Engine Product Asia RICARDO
President AIZOON US	Design Lead IDEO	VP of IT HOSPIRA		Lighting Design consultant for Philips	Business Dev. Asia CARPIGIANI	Gobal Dev. Director AMGEN
Renewables Generation Executive ENEL GREEN POWER	General Manager CHELSEA	Head of Technology QUALCOMM	Mobile Business Dev. REALVNC	VP Sales & Services ATR	Angel Investor Boston	Director Advanced Purchasing AGCO

BRAZIL		UK	FRANCE		USA	CHINA
MALYSIA	SWITZERLAND		MEN TOR	SOUTH AFRICA	UAE	
	SAUDIA ARABIA			SINGAPOR E		NETHERLA NDS

2015 MENTORS COUNTRY

Our
experience
in Year 1

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ACHIEVEMENTS



.....SOME OF THE 2015 MENTEES JOB

 Diego Gosmar			Mobile technology		Remote control energy efficiency
Pollutants monitoring system	MEN TEE	Medical imaging		3D modelling	
	Wine production		Telecomm unication		Aviation component s

ALL OF THEM LIVE IN PIEDMONT



FIRST ED. 2014-2015
ACHIEVEMENTS



PROGRAM MANAGEMENT

Management Team



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Giovanni Pischedda
Chief Foreign Relations



Francesca Natale
Senior international marketing expert

Methodology support and training



Technical partners



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MEET@TORINO NETWORK



Mentors are chosen among the members of Meet@Torino network.

A community of professionals with ties to Piedmont (by origin, studies or work) from around the world and Piedmontese entrepreneurs.

More than 1.800 contacts on LinkedIn

It is an initiative of the Turin Chamber of Commerce

Learn more @ meet-torino.com

Contact meet-torino@to.camcom.it



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