

*..grow internationally, learn from someone else experience,
become a Mentee in the*

“MENTORING FOR INTERNATIONAL GROWTH”

2019 – 5° edition



2016 Price Winner “Piemontesi Protagonisti 2016” by Piedmont Region

2016 Italian Chambers of commerce best practise by Italian Association of Chambers of commerce

Partners



We are looking for business executives in Piedmont willing to learn from someone else experience and to improve their understanding of international markets, taking a new challenge as Mentee

The Turin Chamber of commerce runs a **Mentoring program** to encourage the exchange of managerial experiences across international markets between entrepreneurs/business owners in the greater Piedmont region and business leaders living abroad with personal or professional ties to Piedmont.

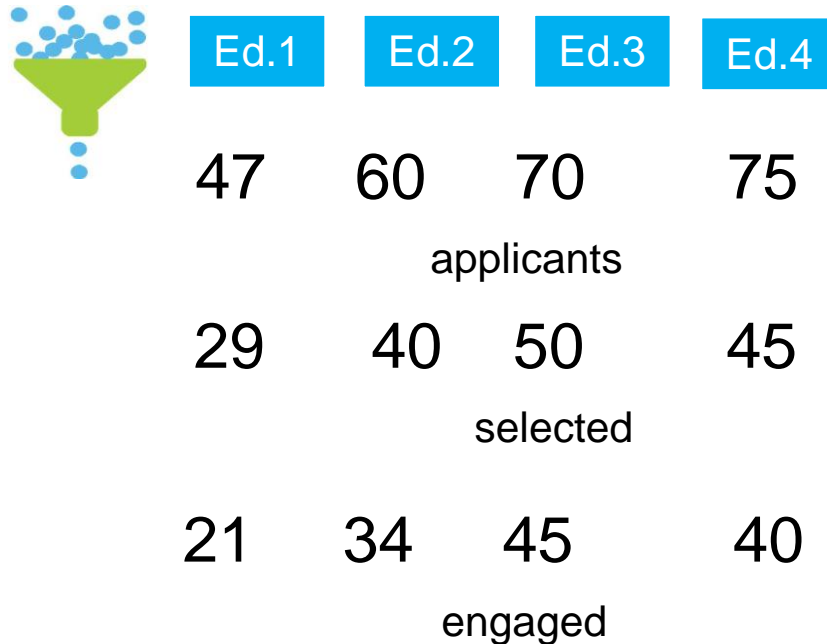
Mentoring is mainly about **sharing of experience**. In the program, the Mentor shares her/his experience, developed in years of **international carrier** in major companies, with the Mentee, who is motivated to improve personal business skills in approaching international markets. It is a **personal, voluntary** and **confidential** relationship.

Values governing the relationship:

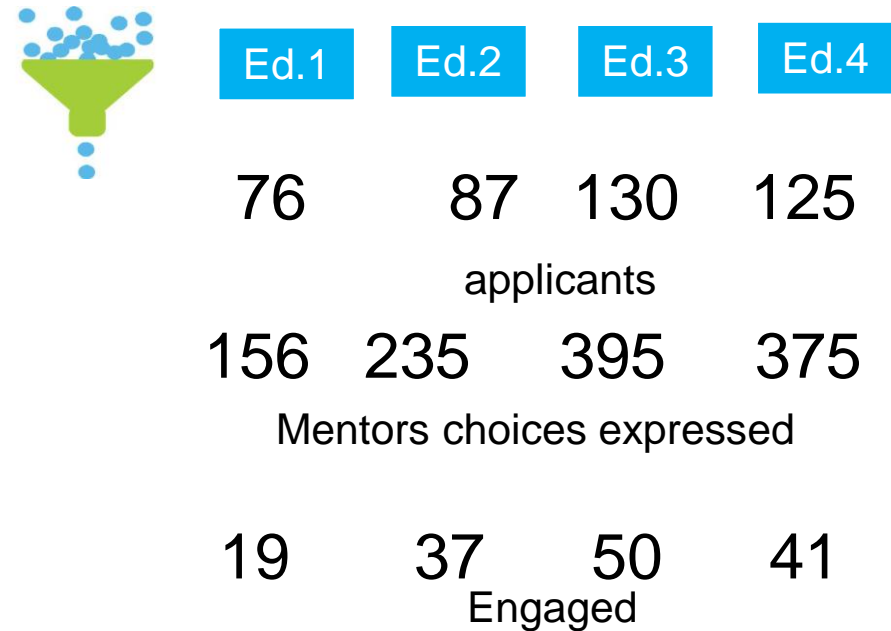
- Open dialogue, transparency and trust
- Confidentiality
- No conflict of interest
- No commercial business relations and/or financial interest in the company
- Sharing of business experience and learnings

PROVEN EXPERIENCE

MENTOR APPLICATION



MENTEE APPLICATION



WHO IS THE MENTEE

The mentee is a **Company Executive**, or holds a **key managerial position** in a **company based in Piedmont**, interested in the international growth of the company.

WHY BECOME A MENTEE

1. Have access to an international **network** of experienced professionals in your field of work
2. Improve your business **approach to international markets**, with an external, neutral, qualified and unbiased view of your company
3. **Understand what is needed** to a foreign market, thanks to the advise of someone who operates in this industry

WHO WILL BE YOUR MENTOR

A professional with the following characteristics:

1. Experienced business professional with ties to Piedmont (by origin, education 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

HOW THE PROGRAM WORKS

1. Mentors and Mentee engage in the relationship on a **voluntary non paid basis** and sign an **agreement** to adhere to certain ethical guidelines. They receive a **training** session in Turin
2. The Mentoring lasts at least **8 months**, with a minimum **30 hour** time commitment
3. The relation will be handled with distance communication technologies (e.g. skype). One-to-one face meetings can be agreed by the parties
4. Candidates, both mentors and mentee, who will not find a suitable matching in this phase of the program, may choose to be considered for **further editions**

Before Dec 14 - 2018: mentors expression of interest timeframe

21-22 Mar 2019: mentors-mentee introduction plenary meeting in

Torino and Ivrea (To)

* Apr : mentor-mentee matching completed

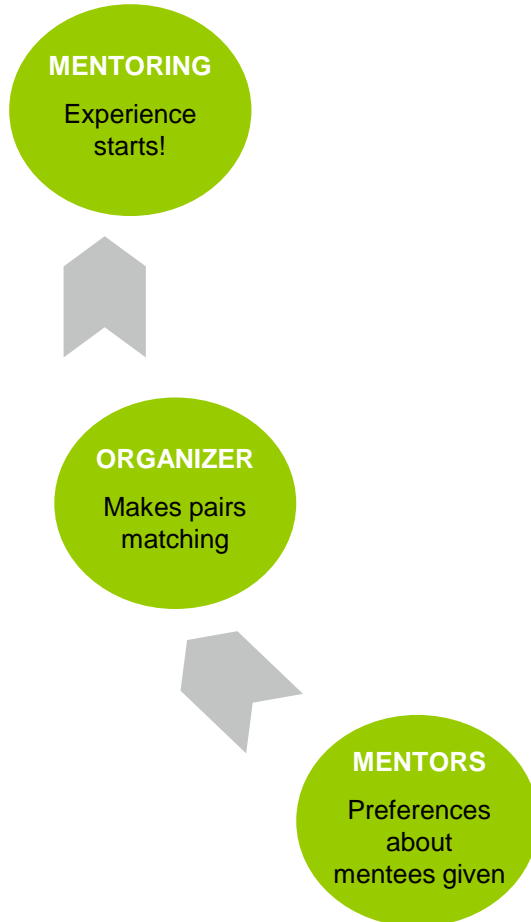
Apr - Nov 2019: mentoring experience

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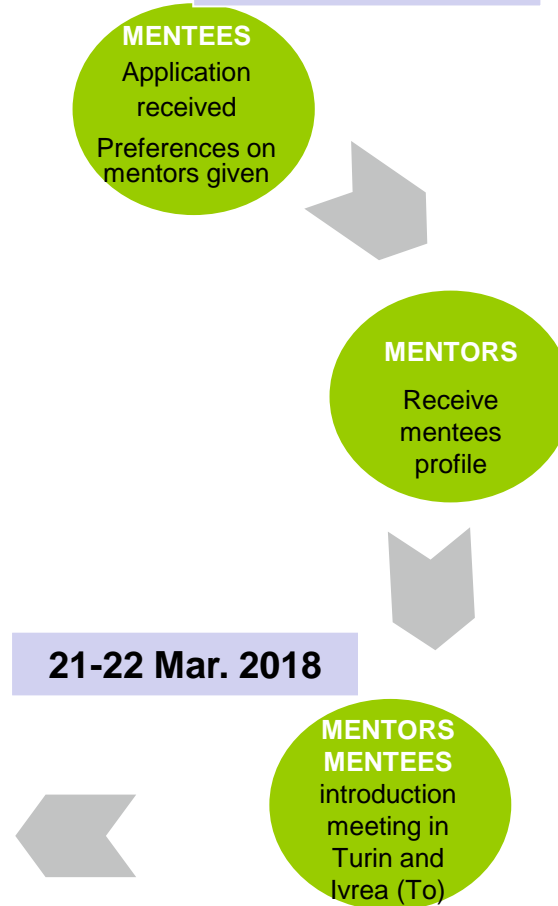
At the meeting, mentors will meet face-to-face mentees candidates and make the final choice of her/his partner.

Mentors participation is not compulsory, but highly recommended

Apr. 2019



Feb. 2019



TO THE MENTEE



consulting advice, market analysis or business plan



direct introduction to potentially new business partners



Onsite training on mentoring



coordination and tutoring by the organizer



reimbursement of travel expenses for meetings with the Mentor



meeting facilities in Turin for mentoring meetings



distance communication tools



Match-making with you mentor in Turin – Mar. 2018

TO THE MENTOR



a remuneration for the time dedicated



flight expenses (economy-class ticket) to attend the introduction plenary meeting in Torino, Mar. 2018



Online/onsite training on mentoring



coordination and tutoring by the organizer



distance communication tools



meeting facilities in Turin for mentoring meetings



Match-making with you mentee in Turin – Mar. 2018

WHO CAN APPLY AS MENTEE

A professional who meets all the following criteria:

1. Company Executive or holding a key managerial position in a company, or founder of an innovative start-up located in Piedmont
2. The company of the candidate is presently working on foreign markets or has a defined plan to work internationally in the short term
3. The candidate has a well-defined general idea of the issues to be shared and discussed with the mentor. Specific goals can be defined at the beginning of the relation
4. Fluent in English and/or in the mother language of the target country
5. The company has a website or marketing materials in English

THE MENTEE SELECTION PROCEDURE

1. The candidate will suggest max. 3 profiles of preferred mentors
2. The matching of the mentor-mentee pairs will be finalized by the Organizer, 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

APPLY AS MENTEE

- contact the Organizer meet-torino@to.camcom.it
- fill in the application form **before 22 Feb.**

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, if the discussions are not positive or constructive or if any serious disagreement occurs between the parties. The Organizer is entitled to terminate the relationship, in case the experience does not take off within the first two months.

WHY TO ATTEND THE KICK OFF MAR. MEETING

1. Have the chance to **meet** the mentors in person. Your mentor will make the final decision on his mentee based on face one-to-one meeting with you
2. Have the opportunity to organize a visit of your company to **present your business activity** to the mentors
3. Have access to an **international network** of experienced professionals
4. Share your experience with other **Company Executives** living and working in your region



CAMERA DI COMMERCIO
INDUSTRIA ARTIGIANATO E AGRICOLTURA
DI TORINO

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

MANAGEMENT TEAM



Giovanni Pischredda
Chief Foreign Relations



Vania Milizia
Business
Development expert



Carmen Gisondi
Business
Development expert



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.

+ 1.800 contacts on 

+ 55 active mentors

It is an initiative of the Turin Chamber of Commerce



2016 Price Winner “Piemontesi Protagonisti 2016” by Piedmont Region

2016 Italian Chambers of commerce best practise by Italian Association of Chambers of commerce

Watch on



“Meet@Torino - Mentoring 2017”

Contact meet-torino@to.camcom.it