




## Action for Industry in IEEE R8 reconnecting with Industry and benefitting Students & YPs



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### Agenda

20<sup>th</sup> August 2016 – SYP Regensburg


- Welcome and Introductions
- Objectives for the period
- Delivered and Planned
- IEEE HQ to adopt SIA in place of IRO
- Next Phases
- Internships on offer
- Mentors
- Mentees Interpersonal Communication skills
- How to approach companies – Having Interpersonal Communication skills



### Action for Industry Team


- ❖ **Nihal Sinnadurai** (UK and Ireland Section),  
AFI Chair ([sinnadurai@aol.com](mailto:sinnadurai@aol.com))
- ❖ **Mohamed Amin** (Egypt Section), R8 Industry Ambassador for Middle-East ([mohamed.amin@ieeeyepgypt.org](mailto:mohamed.amin@ieeeyepgypt.org))
- ❖ **John Matogo** (Kenya Section), R8 Industry Ambassador for Africa ([john.matogo@gmail.com](mailto:john.matogo@gmail.com))
- ❖ **Toni Mattila** (Finland Section), R8 Industry Ambassador for Europe North ([toni.mattila@investinfinland.fi](mailto:toni.mattila@investinfinland.fi))
- ❖ **Marios Antoniou** (Cyprus Section), R8 Industry Ambassador for Europe South ([marios.antoniou@cyta.com.cy](mailto:marios.antoniou@cyta.com.cy))

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### Action for Industry Objectives

- To move IEEE closer to industry by creating platforms for delivering credible and sustainable value to industry. Thereby we in Region 8 aim to restore the roots of IEEE which started with industry
- **Measures**
- The Action plan is systematic, avoiding slogans and unrealistic intentions. Because the plan is systematic, we can measure progress by each stage of achievement.
- **Challenge**
- The serious challenge is whether industry, which has been significantly neglected, will be persuaded to open up co-operation with IEEE. Companies frequently cite the deals they have already established with highly credible national institutions for staff training, CPD, internships, recruitment and chartered status. Undaunted, we are making headway.



### Action for Industry Progress

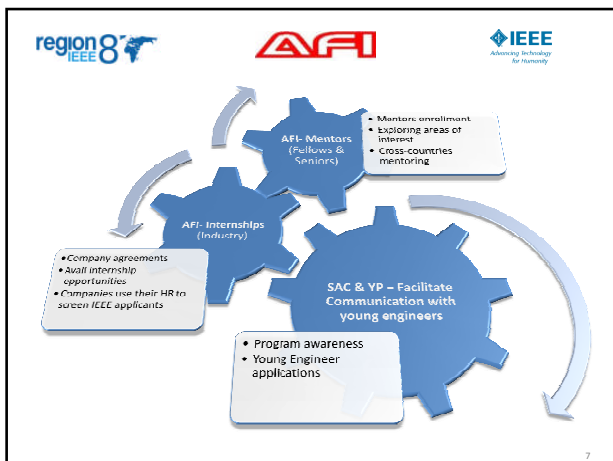
**Status**

- Our R8 Industry Ambassadors have worked intensively, often through the Section Industry Ambassadors (SIAs) and have established effective and friendly contact with many companies across Region 8.
- Companies who have offered Internships seek high ability IEEE Students. They will be very selective and those who show commitment, communicate well and have good interpersonal skills. These are most likely to be offered places. (See the comments and guidance later).
- We have placed briefings on the Region 8 website about Internships <http://www.ieeer8.org/category/technical-activities/action-for-industry/internships/>
- Internships offered are listed at <http://www.ieeer8.org/category/technical-activities/action-for-industry/internships-offered/>.
- Mentoring <http://www.ieeer8.org/category/technical-activities/action-for-industry/mentoring/>.
- The list of volunteer Mentors is at <http://www.ieeer8.org/category/technical-activities/action-for-industry/mentors/>, so that young engineers can reach out to them for guidance.



### Action for Industry Progress

- For Internships, the companies require IEEE not to screen the students offered to them. The companies will use their own recruitment procedures to select Interns.
- The Mentors list is published on the R8 website and is open to IEEE young engineers to seek mentoring. To avoid the mentors being swamped or trolled, those seeking mentoring are vetted by the Afi Chair.



**Action for Industry Progress**

**Status**

- We are pleased that many of our IEEE young engineers have applied and been accepted for internships, and also sought contact with Mentors.
- Our guidance to those making such Internship applications and seeking to contact Mentors:
  - Be polite
  - Be informative without being arrogant
  - These are opportunities, to learn, to benefit, to impress with skill and hard work
  - These are not your rights, but opportunities (quote JFK)
- When seeking to enter industry note that Skill is not enough, Intelligence is not enough, you must also have or develop positive Interpersonal abilities.

**Action for Industry Progress Internships**

Company	Location	Type of Internship / Hire	Funding	Open /Filled
Altera	Madrid, Spain	plus Developer Engineer. Altera has got a position to hire an Engineer with at least one years experience	We offer a 6 month contract for a trial period and subsequent conversion to permanent contract. Salary according to applicant value.	Filled
Melcor	Madrid, Spain	Technical Sales Specialist Internship (for a Young Professional) job description: Assist the Sales Manager.	6 month remunerated internship with the possibility of renewing for a further term and the possibility of aspiring to a permanent full time position in the company.	Open
Lector Vision	Spain	Intern is needed in the Research & Design department to execute software testing.	from €300 to €600 /month, depending on candidate	Open
Lector Vision	Spain	An intern is needed in the Research & Design department to execute software testing.	from €300 to €600 /month, depending on candidate	Open
GMV	HQ, Tres Cantos, Madrid, Spain	Robotics Internship GMV is looking for Telecommunications Engineering or Computer Science students	What do we offer? We offer the opportunity to learn from a high-level technical team with excellent possibilities of professional development and a study aid.	Open
GMV	HQ, Tres Cantos, Madrid, Spain	Junior GNSS Engineer	We offer a permanent contract and attractive package including a highly competitive salary plus a comprehensive benefits package.	Open
Ingenium	Spain	Company has signed MoU. Being finalised		Not Yet Open

**Action for Industry Progress Internships**

Company	Location	Type of Internship / Hire	Funding	Open /Filled
Vicomtech-IEE	Spain	Company has signed MoU. Being finalised		Not Yet Open
Ansaldo STS	Naples, Italy	Three internships offered in processor design, testing and fault diagnosis. 1. safety oriented system design, verification and validation 2. novel techniques for software verification and validation 3. impact of human behaviour on subsystem and system safety	Unpaid for Bachelor and Masters Projects and Dissertation candidates. PhD Grants available for candidates working 50/50 Ansaldo and University	Open
ST Microelectronics Advanced System Technology (AST)	Italy	1. Intelligent Cyber Physical System (iCPS) for heterogeneous sensing 2. Embedded Deep Neural Vision, embedded systems in an innovative way achieving ultra low power consumption. 3. Intelligent camera for 3D reconstruction	STMicroelectronics accordingly to his rates will offer salary that will be discussed during the formal interview.	Open
InfoTRIP	Greece	INFOTRIP S.A. is looking to recruit a software developer with experience in Microsoft Embedded Visual C++ for developing an application on an On-Board Unit (OBU) running Windows CE 5.0.	Salary to be discussed with applicant	Open
XM	Limassol, Cyprus	Will recruit as many good engineers as they identify.	Salary: € 480 for 6 weeks Working hours: 09:00 – 13:00 & 14:00 – 18:00	Open
	Limassol, Cyprus	Position: Electrical or Computer Engineers (4 positions)	Salaryed Employees Employment Terms • Full-time, up to 6 months contract which it may be renewed	Open
Cyprus Telecommunications Authority (CYTA)	Nicosia	10 Internship Positions positions are for third year, four year and graduate students	Payment of 100 euro per week is given if the internship is part of the interns academic requirements of the degree.	Open
Cyprus Telecommunications Authority (CYTA)	Limassol	7 Internship Positions	Payment of 100 euro per week is given if internship is part of the academic.	Open

**Action for Industry Progress Internships**

Company	Location	Type of Internship / Hire	Funding	Open /Filled
Cyprus Telecommunications Authority (CYTA)	Paphos	8 Internship Positions	Payment of 100 euro per week is given if internship is part of the academic requirements of the degree.	Open
Cyprus Telecommunications Authority (CYTA)	Larnaca	3 Internship Positions The duration of the internship is 3 months.	Payment of 100 euro per week is given if internship is part of the academic requirements of the degree	Open
Cyprus Telecommunications Authority (CYTA)	Ammochostos	3 Internship Positions The duration of the internship is 3 months.	Payment of 100 euro per week is given if internship is part of the academic requirements of the degree	Open
CyRC	Engomi, Nicosia	One Internship: Working on FLDBOT (Floor Washing Robot for Professional Users) EU project	Paid	Filled
CyRC	Engomi, Nicosia	One Internship: Long Range Wide Area Networks. Latest wireless technologies like LoRaWAN and Sigfox will be studied and compared.	Paid	Filled
SignalGenex Ltd. A Cypriot R&D company doing cutting edge research and development in the fields of Digital Signal Processing (DSP) and Communications.	Limassol, Cyprus	3 Internship positions Significant can accept 3 <sup>rd</sup> and 4 <sup>th</sup> year undergraduate students and postgraduates.	The Company is not able to fund the internships.	Open
IBM	Cyprus	Company has signed MoU. Internships available late 2016		Not Yet Open
MTN	Cyprus	Will sign the MoU MTN intends to recruit an engineer. The position will be listed here.	Salaryed position	Not Yet Open

**Action for Industry Progress Internships**

Company	Location	Type of Internship / Hire	Funding	Open /Filled
Vodafone Egypt	Egypt only	Summer 2016 internship opportunities for good calibre students.		Filled
Vodafone Egypt	Egypt	Selection of a qualified student as Vodafone Guru.	Funded	Filled
IBM	Egypt	Quarterly programme: 3 months of internships, including training and shadowing existing IBM projects.		Open
Jordan Internships for Jordanian IEE Students	Jordan	IEEE Jordan Section YP-ATG has secured summer internships for IEEE engineering and IT students, in collaboration with Logic Organization through a program called "train" 80 candidates from IEEE will start their 2 months internships on July 2017 until September 2017	Funded 2 Months duration	Filled
Tunisia Training Internships	Tunisia	One month, training offers. Being finalised		Not Yet Open
Morocco	Morocco	Negotiations Underway		Not Yet Open

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**Internships**

Company	Location	Description	Funding	Status
Cloud Connect Company	Kenya	3 Internships for 3 months. Opportunity to be recruited by the company.	Funded	Open
IBM Kenya	Kenya	Two internships offered. Requirements: Candidates must be certified on an IBM Technology.	Funded	Open
Schneider Electric	Kenya	Draft MoU awaiting approval		Not Yet Open
Philips	Kenya	Philips requested documentation. Awaiting response.		Not Yet Open

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**Internships**

Company	Location	Description	Funding	Status
nestmarkets GmbH <a href="http://www.nestmarkets.com">www.nestmarkets.com</a>	College /Nils, Germany	<b>Internship:</b> We are offering internships for CS/NET Software Engineers (Junior/Senior), Cloud (Azure), Web Frontend Engineers <b>Qualifications:</b> Data scientists as well as least some experience with R, and a strong statistics/math background. <b>Language:</b> It is not required for candidates to speak German.		Duration: Contract and Salary are individually negotiated and depend on the skill set and value of candidates. Subsequent conversion to permanent contract possible.
ABB in Germany	Germany	Negotiations in hand		Not Yet Open
NEC in Germany	Germany	Negotiations in hand		Not Yet Open
Texas Instruments	Germany	Negotiations in hand		Not Yet Open
Dutch Metrology Institute	Netherlands	Negotiations in hand		Not Yet Open
NATS in the UK	UK	Negotiations in hand		Not Yet Open
RSTI Systems Ltd	UK	Negotiations in hand		Not Yet Open
Nokia	Finland	Negotiations in hand		Not Yet Open
Philips	Finland	Negotiations in hand		Not Yet Open

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**Mentors**

IEEE Grade	Motivation to Mentor	Career/Professional Responsibilities	Career Technical Responsibilities	Location	Availability
Senior Member	To help young engineers	Director, university relations	R&D in microelectronics, design and technology	Créteil near Grenoble, France	To be discussed with Mentee
Senior Member	To help and support in developing engineering and communications skills	Retired, 40 years' experience in design, technology R&D management in Microelectronics	Semiconductors: VLSI, analog microelectronics, power microelectronics and RF microelectronics	Milan, Italy	Commitment by arrangement through email
Fellow	Broaden perspective opportunities of young ITIC engineers & researchers	Vice President Research	R&D in Mobile Networking, Internet and Social Infrastructure Solutions	Germany	Case by case depending. Email preferred to establish contact
Senior Member	To help develop and mutually get benefited from skills of new engineers	Senior Analog Integrated Circuits Design Engineer	Designing world class Analog and Power Management IC's	Germany	By email arrangement.
Senior Member	To broaden my skills, help young engineers, be more active in IEEE	Trips: leader of transformer transients	Transformers, Transient, Monitoring, Electric field	Germany	Arranged by: E-Mail and making an appointment
Senior Member	To help young engineers	Innovation and Railway Dependability	Rail Transportation – Large Enterprise Verification & Validation, Innovation	Naples, Italy	Personal mentoring, full availability.

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**Mentors**

Senior Member	To help develop skills in application of (measurement) science in industry areas	Senior Principal Scientist	Quantum metrology, measurements in power & energy and smart grid, Quality Assurance, Scientific programme management, Science strategy (road mapping)	NL	Commitment by per case arrangement
Senior	To help, guide and advice young engineers in their career and to develop their engineering and interpersonal skills	IEEE Oman Section Chair, AER-Oman Chairman, Asst. Prof. of Electrical Engineering at Sultan Qaboos University	Electrical Power Engineering	Oman	Commitment by arrangement, though email
Senior	To encourage, support and help developing skills of new engineers	IEEE Oman Section Membership & Development Officer, Asst. Prof. of EEE at Sultan Qaboos University	Telecommunication Engineering with emphasis on Electromagnetics & radio frequency circuit design applications	Oman	Commitment by arrangement through email
Member	To give advice on career related issues	IEEE Oman Section, Industry Ambassador, Director of ICT Research at the Research Council, Oman	Information and Communication Technologies	Oman	Commitment by arrangement through email
Senior	To help and support in developing and enhancing engineering and communications skills	Deputy Head of Systems Engineering, Visiting Professor	ICT areas (Wireless, Bio-Sensors, IoT, etc)	Oman	Available through email to start with
Senior Member	To help young engineers	32 years professional electrical engineer, applied industrial	Control systems, power supplies, microcontrollers, printed circuit board design, Research, metal and mechanical industry	Valencia, Spain	September to July

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**Mentors**

IEEE Grade	Motivation to Mentor	Career/Professional Responsibilities	Career Technical Responsibilities	Location	Availability
Fellow	To help develop skills and focus of new engineers	Vice President Photonics, Chief Technologist Electronics, Chief Exec, Trouble shooting company, Visiting Prof.	Photonics Technology, Microelectronics technology, Fit-for-Purpose Reliability	UK	Commitment by arrangement. Online and Phone and email will allow more contact
Fellow	To help and advise: a) pre-current and post university students and b) employed engineers how to best develop their engineering and associated soft skills to benefit their career	Chief Consultant, Electronic Design, Corporate Technologist in semiconductor technology, Visiting Prof.	RF and microwave circuits and systems for communications and sensors, optical communications, monolithic circuit design on compound semiconductors.	UK	By prior arrangement by phone or email.
Senior Member	To pass on all I know such that any proper learning can be truly new	Principal Engineer at NATS	Head of engineering standards, assurance and safety.	UK	Commitment by arrangement, online, phone and email, in person if appropriate
Senior Member	To help develop skills and focuses of new engineers in the medical imaging field.	Independent consultant	Medical imaging data analysis, digital image processing	UK	Commitment by arrangement. Phone, email and P2P when possible.
Senior Member				UK	

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**Mentors**

IEEE Grade	Motivation to Mentor	Career/Professional Responsibilities	Career Technical Responsibilities	Location	Availability
Fellow	To help develop skills and focus of new engineers	Vice President Photonics, Chief Technologist Electronics, Chief Exec, Trouble shooting company, Visiting Prof.	Photonics Technology, Microelectronics technology, Fit-for-Purpose Reliability	UK	Commitment by arrangement. Online and Phone and email will allow more contact
Fellow	To help and advise: a) pre-current and post university students and b) employed engineers how to best develop their engineering and associated soft skills to benefit their career	Chief Consultant, Electronic Design, Corporate Technologist in semiconductor technology, visiting Prof.	RF and microwave circuits and systems for communications and sensors, optical communications, monolithic circuit design on compound semiconductors.	UK	By prior arrangement by phone or email.
Senior Member	To pass on all I know such that any proper learning can be truly new	Principal Engineer at NATS	Head of engineering standards, assurance and safety.	UK	Commitment by arrangement, online, phone and email, in person if appropriate
Senior Member	To help develop skills and focuses of new engineers in the medical imaging field.	Independent consultant	Medical imaging data analysis, digital image processing	UK	Commitment by arrangement. Phone, email and P2P when possible.
Senior Member				UK	

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Action for Industry Progress

- **With good progress and impressive hardworking Interns we expect to impress the companies who offered these positions.**
- **This will be an aspect of moving IEEE closer to industry by delivering credible and sustainable value to industry.**
- **We will build on these positive relationships with industry to involve the companies in IEEE activities beyond just standards,**
- **We will establish corporate awards to recognise our industry partners.**

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Observations and Guidance to young engineers  
Examples of some email communications

Dear .....,

Thank you for taking the trouble to write your email courteously. I have pleasure attaching the example application form.

The Internships are available for all IEEE students to apply unless the specific company states a restriction. The companies do not guarantee visas or work permits. You must verify with the country's embassy that you will be allowed to travel and work in the specific country in which the company is located if you are offered a specific internship.

My recommendation when you make a specific application, is that you take time and trouble to prepare a clear and courteous email to the company.

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Observations and Guidance to young engineers  
Examples of some email communications

Dear Prof. Sinnadurai,  
I would like to request an application form for the internships available on the IEEE region 8 website. Also if the company's contact is not shown where should the application be sent to?  
Regards,  
xxxxxxxxxx

Dear xxxxxxxxxxxx,  
I have pleasure in attaching an example Application form. If your preferred company's contact is not shown, please email the specific company name to me and I will check whether it has been missed out by error or if I need to reach out through our Ambassador to obtain the contact.  
Kind Regards,  
Nihal Sinnadurai

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Observations and Guidance to young engineers  
Examples of some email communications

In a message dated 22/07/2016 18:02:24 GMT Daylight Time, xxxx@vvyv writes:  
I was in the hurry when I was emailing you!!! My name is xxxxx from IEEE student zzzz!!!

Dear xxxxxx,

I have pleasure in attaching the example application form.

Please read the eNotice briefing very carefully. Do not 'hurry' when you make an internship application. The impression you give to the company is very important.

Regards,  
Prof. Nihal Sinnadurai


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Observations and Guidance to young engineers



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Observations and Guidance to young engineers






**Observations and Guidance to young engineers**  
Examples of some email communications

I'm interested of 3 internship .How to do ??




(No form of address, no signature, no name. Probably from his/her mobile phone with no consideration for the recipient)

**Observations and Guidance to young engineers**  
Examples of some email communications

hi, i intend to apply for one of the internship openings via the IEEE technical activities link. i would like to request for the application form.

[Blunt, Lacking interpersonal, No signature]








**Observations and Guidance to young engineers**  
Examples of some email communications

Dear .....

Thank you for your enquiry. Regrettably, considering the very large range of disciplines being studied by our IEEE students, it is impractical to expect all the disciplines to be covered by internships offered by companies. I have looked through what has been offered by companies. The nearest to your interest is the offer by XXXX YYYY in ZZZZ. Their field includes '.....' which is very relevant to .....

Yours sincerely,  
Prof. Nihal Sinnadurai




**Observations and Guidance to young engineers**  
Examples of some email communications

Hello Mr. Sinnadurai,  
thank you for your eNotice regarding the IEEE mentoring opportunity. I'm studying communications engineering and am facing the end of my study in the near future. Therefore I would like to get in touch with:

Fellow	Broaden perspective and career opportunities of young ITC engineers & researchers	Vice President Research	R&D in Mobile Networking, Internet and Social Infrastructure Solutions	Germany	Case by case depending. Email preferred to establish contact
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It's the third entry in the list.  
Thanks for your help!  
With regards,  
Signed

PS: My IEEE-member number is xxxxxxxxx.








**Observations and Guidance to young engineers**  
Examples of some email communications

I would like to contact a mentor please! Recently I started working in analog VLSI field and I would like to improve my knowledge by contacting a mentor in this field. So I want to ask how can I contact the mentor who is experienced in this field ?

Dear .....

Please examine the list of Mentors, as advised in the IEEE eNotice: *The offers are listed at <http://www.ieeer8.org/category/technical-activities/action-for-industry/mentors/>. If you would like some advice or guidance, then search the list for the best fit to your needs. Copy the details of the individual Mentor into an email and send your request to Nihal Sinnadurai [sinnadurai@aol.com](mailto:sinnadurai@aol.com). You must include your current IEEE membership number.*






**Observations and Guidance to young engineers**  
Examples of some email communications

Dear .....

I have pleasure linking you with Mentor XXX YYY. I am sure you will get good guidance. Because there are significant requests for Mentor XXX YYY, please be patient in your requests to him.

Yours sincerely,  
Prof. Nihal Sinnadurai




**Observations and Guidance to young engineers**  
**Examples of some email communications**

Dear Mr/Ms Nihal Sinnadurai,  
 I would like to contact the mentor with the details mentioned below:

IEEE grade: Senior member  
Motivation to mentor: To help young engineers  
Career Professional Responsibilities: Director, university relations  
Location: Crolles near Grenoble, France

My IEEE membership number is: xxxxxxxxxx  
 Regards  
 Signed



**Observations and Guidance to young engineers**  
**Examples of some email communications**

A response from a Mentor  
(All Mentors have responded positively to the Mentees)

Dear (First Name),

Many thanks for reaching out. I am more than happy to share my experiences and it would also be very interesting to learn more about your research. Perhaps you could send a couple of questions to start the mentorship?

Best wishes,  
 Signed



region 8 IEEE

"Those of us who have the opportunity of University Education are privileged. There are many young persons who do not have that privilege. So, remember to give back to our community selflessly"

*Nihal Sinnadurai*  
 Action for Industry (AFI)

IEEE youngprofessionals