



# FRANCISCO VALLEJO

- **Hometown:** Montevideo, Uruguay.
- **What is your major?** Finance, second major in International Business.
- **Where did you/are you interning?** I interned at Porsche Latin America (PLA) in Miami. I am currently a full-time analyst at American Airlines in Fort Worth, TX.
- **What is your title?** Back in Miami with PLA, it was “Sales Support Intern” or Sales Analyst Intern.
- **How did you get your internship?** I initially applied through Handshake and interviewed for a Networking Development internship position. The hiring manager liked me, but she thought I would be a fit for a different internship within the Sales department, which she later referred me to. Luckily, she was completely right, as I had the greatest internship experience there.
- **What are you doing there?** Regularly, I had weekly, monthly and quarterly tasks that I needed to fulfill in order to support the Sales department as well as the PLA office. I would gather the information required to complete these tasks from daily communications with Germany (Porsche AG, our headquarters) and our regional markets in Latin America and the Caribbean. In addition, I would use our different databases to gather other information as needed. Besides that, we had many non-structured inquiries -or ad-hocs- from our markets and Germany, as well as projects that we needed to work on using the tools that we had.

- **What projects did you work on?** Throughout my internship, we worked on many cool projects such as a Sales Cockpit that would gather information, metrics, and KPIs from the different departments and databases, and combined them into a portfolio that would be easy to use for our Sales Managers. Moreover, at the beginning of my internship, I had to work on Porsche's Sales Incentive Program that would credit the dealerships across the region if certain requirements were met; these requirements being, for instance, eligible models such as Cayenne and 718 that were in stock for over "x" days and hadn't been sold could receive an incentive credit if sold during a period of time. Another very cool project that I was able to initiate and later continued once my internship finished was a "Pre Configuration Package" for some models in the Mexican market. Through thorough analysis, we identified different customer wants and needs depending on each of Porsche's models for the Mexican market. Then, we proceeded to work with Marketing (Price and Product) as well as Finance to figure out what monetary benefit we could offer for these packages.
- **How does your internship connect back to your coursework?** My internship helped me apply my college knowledge to the real world. I was not only able to operate my analytical skills but I was also faced with the opportunity to gain more knowledge and more experience from different professionals.
- **What is the coolest thing about your internship or that has happened during your internship?** Besides all the analytical and financial skills that I learned, I would say the coolest thing about my internship at Porsche was being able to actually see their products in person and having the chance to drive all of their models. I believe this to be the coolest thing about my experience there, since the internship wasn't just all office work, but I was also able to see what the brand manufactures and sells.
- **What have you enjoyed most about your experience?** I would say that it was pretty cool to arrive at the office in Downtown Miami, climb up the elevator to the 38th floor and sit at my own desk with my own responsibilities that would ultimately make an impact in our Latin American and Caribbean markets.
- **What have you learned about yourself?** This internship helped me learn how passionate I am about the two industries that I love the most, automotive and aerospace, which also assured me that I am on the right track in my career, something I have doubted before on many occasions.

- **What advice do you have for those beginning the internship process?** The first and most important advise I would give those beginning any internship process is to be chill. Before my start date, I would often wonder if I would be able to adapt to a professional work environment and become any useful at my job. I also had doubts about the training process and how I was supposed to learn all my duties. However, most companies (including Porsche) provide amazing onboarding opportunities where new hires are taught the tools they will need to succeed at their job. There is no need to worry about anything other than preparing for a great interview.
- **How has the position increased your professional confidence?** Without this internship experience I would have remained extremely unconfident about my skills. As mentioned earlier, I was very doubtful of my analytical abilities and thought I would have a hard time adjusting to the professional environment. Now, I am confident that wherever I go, I will find a way to learn new things and succeed at any position I might have in the future.
- **How has the internship expanded your professional network?** This internship has shown me the immense importance of networking, and it has taught me how to approach other professionals while developing good relationships. I would 100% recommend interning while in college and taking advantage of all the tools that professional environments provide their employees.

