

Intro: You are on with career talks presented by the Sam Nunn School of International Affairs at Georgia Tech a regular podcast featuring students, alumni, and friends of the school offering advice to help you succeed in your career endeavors.

Q: Okay, so this is in the Sam Nunn School of International Affairs Career Talk Series and today we're going to be talking about internships at the Georgia Department of Economic Development. We have two guests here today, we have a recent intern at the Georgia Department of Economic Development as well as a staff member here to talk to us about internships and so first I'll have you introduce yourselves.

A: Hi I am Risha. I am in international affairs and this is at Georgia Tech and the second year and I've been interning at the Georgia Department of Economic Development in the international trade division since September.

And my name is Priya Verma, I went to Georgia Tech and graduated from undergrad in twenty fourteen International Affairs modern language and I currently work for the Georgia Department of Economic Development International Trade Team as an International Trade Manager focusing on the food and agriculture sectors helping Georgia companies in those sectors with export.

Q: OK. And so if Risha you want to tell us first of all just how you found out about the position and sort of what your application process was and going through that and obtaining your internship.

A: OK so I found out about the internship position through career buzz, which is something I encourage everyone at Ivan Allen to use. And I submitted my resume and cover letter through career buzz, explained why I wanted to work at Georgia Department of Economic Development and then I came in for an interview. And then a few days later I got an email saying that I was accepted for the position.

Q: Is there anything that you would like to add about you know what you're looking for and potential intern, prospective intern and how to be most competitive.

A: Sure, absolutely so the Georgia Department of Economic Development we have a few different internship opportunities we have internships in our International Trade Division where I work we have internship opportunities in our research division, marketing team, there are a couple different interns with marketing that I know our team likes to take on and basically a lot of good opportunity for International Affairs students here Georgia Tech to get engaged with. We tend to reach out through career buzz and other job portal platforms to find interns. So as Risha said, career buzz has been a great resource for us too, looking to find a lot of good talent especially from Georgia Tech and with interns that we're looking for. Everyone individually post their internship postings and ours includes some information about the internship responsibilities and also with some of our qualifications; being a student being engaged with wanting to learn more about international trade for example. If you know you are in

International Affairs student and communication is something you're interested in, research is something you're interested in, our internship is very dynamic in those areas so that's something that we can help you with an internship opportunity and looking at the skill sets you want to grow.

Q: And so touching on that a little bit, I'd love to know what are the typical projects that interns work on at the Department of Economic Development and maybe Risha you can talk about what you worked on specifically. And just if there are you know if there are different types of internships for instance in marketing intern, you know research intern, something like that.

A: Sure so with the international trade division we have two different kinds of interns, we have our trade intern that works with our whole division and then we have another internship opportunity called our SUSTA, part time position. SUSTA stands for the Southern United States Trade Association. It's an organization that we work with when we work with food companies so that's a partnership that we have. And through that we're able to offer students opportunities to work in a contract type role so it is a paid opportunity. With our international trade internship, we have opportunities for interns to help us with research. A lot of times we're trying to capture Georgia's relationship with other countries and how that is represented through exports, imports, total trade. And these numbers are really important to us because they are used by our leadership and even our senior leadership so that initial work that the interns do for us is really crucial and really helpful. We have interns engaged with different clients to help us maintain our contact databases and to help us do some of that initial legwork of getting to know what company before we fully engage with them. That is great with helping us get a lot of the foundation down with the clients that we want to work with. We have interns help us with special projects. A lot of times we're doing international events and we need to create briefing materials for the Georgia companies in Georgia delegates that are coming with us. So our interns will look up information about the different countries and some travel tips and create different profiles that we can share. So a lot of the briefing, client engagement and outreach and research those are really fundamental. And also when we have events, our interns are really helpful with helping us manage the events on the day of, making sure all of our details are straight. A lot of times you know I'm going to a lot of our interns for getting that feedback about you know if I'm missing something or you know if there's something that you know they think that we should bring to the table. Our interns are very much partnered with us it's not necessarily a working for us it's a working with us.

So some of things I worked on, I got a new take on some of a lot of market research rules so what I think. One of my favorite things was working on country connections which is where we have to every year we compile a bunch of statistics of trade statistics on Georgia's relationship with different countries around the world. And so each country has a different trade profile and so I would collect information from various trade databases on you know what are their what are Georgia's top exports to that country where Georgia's top imports from that country you know what kinds... How much money is exchanged between those two, things like that. So that's very exciting. So I get to like really learn about a lot of different kinds of trade databases

and I also get to work with salesforce which is a really great skill that I feel like is used in a lot of different kinds of jobs so I felt like that was very valuable being able to learn about CRM.

And one thing to mention too with those country connections. Those are documents that like I've said are requested by so many different entities internally and externally so you have you know many people coming to us asking for the trade relationship data for Georgia and say Canada or Mexico and this is something that you know our interns really play a big role in pulling.

Q: So my last question was about skill sets. So on the one hand you know, what skills are really useful for an intern to have going into an internship like this and then you touched on this already but what skills do you think you really gained during your internship experience.

I guess skills that are helpful going in aren't necessarily, oh you know you need to like know everything. I think it's just that you need to be like really willing to learn everything that you can and be willing to like just kind of roll with whatever is going on and kind of be willing to do whatever tasks that are given to you. I think it's just being able to learn quickly and adapt on the go. And I think just like what helped with this internship that I was really willing to like take on some of the more of quantitative database work, which I didn't know that I would like but I ended up really liking that. I ended up feeling like I mastered some of these databases and using Excel and sales force and different databases to be able to analyze various statistics and stuff like that. So that was very valuable.

Yeah and to sort of come off of that, that was exactly what I was thinking with the skills sets. You know a lot of the harder skill sets when I say hard, I mean hard skills versus soft skills. Those are things that if you want to learn something with the databases or you want to become more proficient in putting presentations together that's always an opportunity that we can provide to the student but for us you know it's really great when we come across someone that has that desire to learn and is you know willing and open to try different tasks and responsibilities because you know if we have someone that's fully comfortable that can you know get on the phone and talk to a company we can give them that opportunity and that's very helpful for us. A lot of times when we have interns, we try to look into what their skill sets are according to what they feel most comfortable with and how they want to grow and tailoring some of our responsibilities towards that. And a lot of times like I said it's a lot of the foundational work so all of our interns are working on certain things together too. So also working with a team and we have you know with our team it's very diverse and we have different managers like myself that work with different industries. And you know if our interns are okay with going in to just going to each manager and trying to you know manage their own workload that's something that I think is great.

Q: So that concludes my questions do you have just any final words, anything you'd like to add. Yeah so the Georgia Department of Economic Development to give you some background of what the organization does.

We are the sales and marketing arm for the state of Georgia and what that means is we work to promote Georgia throughout the country and internationally and how we do that are through a few different divisions. We have our international trade division that Risha I work with and that is the division that works with Georgia companies and helps them promote their products and services overseas so that's when we say export. Basically we work with companies to increase their international sales to help them find business partners in different countries. We do that through a few different ways primarily through research, international events such as trade shows, to marketing related events and we have representatives that are Georgia's international representatives that are working to promote Georgia companies in those markets. So we have eleven representatives in different countries. We have a global commerce division which is investment so when you hear about companies coming to Georgia and relocating to Georgia for example with Porsche and with Mercedes that is work with the team that is trying to bring jobs and investment to Georgia through company relocation. And then we have arts and film, so a lot of the filming happening in Georgia that is coming through a lot of our team. It's a really exciting time in that industry and with tourism that's a huge part of what we do as well. Tourism if you go to our website exploregorgia.org, you can see you know Georgia's different landscapes and different opportunities to explore your own state which is nice. But yeah with internships like Risha and I both mentioned you can go through career buzz. We have a part of our website Georgia.org/internships where you can see the different internship opportunities with each division. And if you have any questions about international trade, our information is directly on there and you are more than welcome to reach out to us.

And I just wanted to add as an intern I think the Georgia Department of Economic Development is definitely an amazing place to work and I really like loved coming in every day and you know getting to work because like everyone that I work with is like incredibly open and helpful and loves to like talk about their experiences like just like working in international trade. You know everyone kind will go to because it's international trade they go to different trade shows around the world like every month or so and it's really amazing to like get lunch with any of them and be like hey like what did you learn in the trade show you went to in Paris or Seattle and everyone is incredibly open and willing to help so yeah.

Awesome, well thank you both so much for joining me today and that is going to conclude our career talk on interning at the Georgia Department of Economic Development.

Outro: This has been career talks a podcast of the Sam Nunn School of International Affairs at Georgia Tech brought to you by the Nunn School academic services this and other podcast can be found on our website at www.inta.gatech.edu. Thank you for listening.