

# Most in-demand jobs in Spain:



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# Index:

- Asset Manager
- Programmer analyst
- Engineers (Specialized in robotics, mechatronics, etc.)
- Customer Service and after-sales management
- International project manager



# "Asset Manager"

## DESCRIBE THE JOB:

The asset management industry is a sector of the economy orientated to managing assets, such as accounts of institutional investors or high income individuals, as well as all types of collective investment institutions (CII's), such as investment funds or pension plans.

## NAME'S COMPANIES WHERE YOU COULD APPLY:

- Santander
- Caixa
- Spanish cooperative bank
- Iberian Funds of Actions
- Natural Gas
- Viala
- Ferrovial

## Websites:

- <https://es.wikipedia.org/wiki/Gestióndeactivos>
- <http://www.expansion.com/diccionario-economia/gestion-de-activos.html>
- <http://www.20minutos.es/noticia/2099258/0/empleo-2017/05-puestos-trabajo/mas-futuro-mercado-laboral>

## You could earn..

The main Spanish companies offer managers salaries ranging from 30.000 euros for a junior manager (less than three years of experience), 50.000 euros for those with over four years experience and 75.000 euros for Seniors (with more than ten years of experience). Plus, a bonus of 20%. In cases of greater responsibility, the salary can exceed 100.000 euros per year.

## Most important skills and formal requirements:

For this job, university graduates are searched for, especially those qualified in Law, Business Studies, Economics or Business Administration and Management, although other degrees such as Labor Relations, Marketing, Tourism, Sociology, Political Science or History are also of interest, as long as professional experience or complementary training provides the necessary knowledge.



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# INTERNATIONAL PROJECT MANAGER

## WHAT DO THEY DO?

Project managers have the responsibility of the planning, procurement and execution of a project, in any domain of engineering. Project managers are first point of contact for any issues or discrepancies arising from within the heads of various departments in an organization before the problem escalates to higher authorities. It participates directly in the activities that produce the end result, but rather strives to maintain the progress, mutual interaction and tasks of various parties in such a way that reduces the risk of overall failure, maximizes benefits, and minimizes costs.

## SKILLS

### DISCIPLINE: ENGINEERING

- Senior engineer

- Experience of 5 years of project management and more than 10 years within the sector.

- It will be necessary to show that the last project has been carried out outside Spain. Essential experience in international projects.

- Experience in sectors such as oil and gas or energy.

- High English level. Other languages could be French and Portuguese.

- Absolute availability for international long-distance travel.

Where to apply  
for a job?



Ibermática

keapps.



## ANNUAL INCOME

Skilled engineers with 5 - 15 years  
of experience ➔ 54.000€

Senior managers ➔ 115.000€



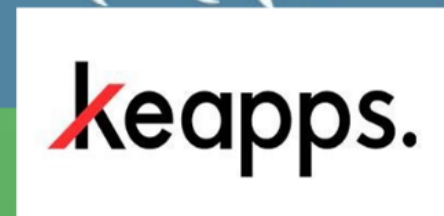
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# "Programmer analyst"

## WHAT IS IT?

Programmer analysts perform the jobs of both a systems analyst and a computer programmer. Systems analysts design and develop software and computer systems. Computer programmers implement the designs by writing computer programs as well as updating and repairing existing programs.

## COMPANIES TO WORK WITH

Nowadays a programmer analyst can work in almost every big company. For example: Inditex, Banco Santander, Telefonica, BBVA and Iberdrola SA.

## IMPORTANT SKILLS AND QUALIFICATIONS

### Qualifications required:

- Object Paradigm
- UML (Unified Modeling Language) System Diagram Language
- Query Language of databases SQL (Structured Query Language)
- Knowledge of at least one programming language
- Software quality techniques
- Availability to travel and work more hours
- Good level of English, highly valued in international projects

### Activities:

Analyzing Information, Problem Solving, Attention to Detail, Software Design, Software Development Fundamentals, Software Testing, Software Development PROCESS

## AVERAGE SALARY FOR A PROGRAMMER ANALYST AT:

- Banco Santander: 26 045€
- BBVA: 27 087 €
- Inditex: 26 500€

## SALARIES



## BIBLIOGRAPHY:

- Google Images
- <https://www.jobinja.es/estafas-simples/analista-programador>
- <http://www.intsigob.net/analista-programador>
- <http://area2comunicacion.net/la/71554/Perfil-de-profesionales-mas-demandados-espana-2016-ediccion/>
- <http://economia.elpais.com/economia/2014/01/03/actualidad/13887619-853791.html>
- <http://psigugmaizalenzosca.blogspot.com.es/2009/11/analizando-los-sueldos-en-estados.html>

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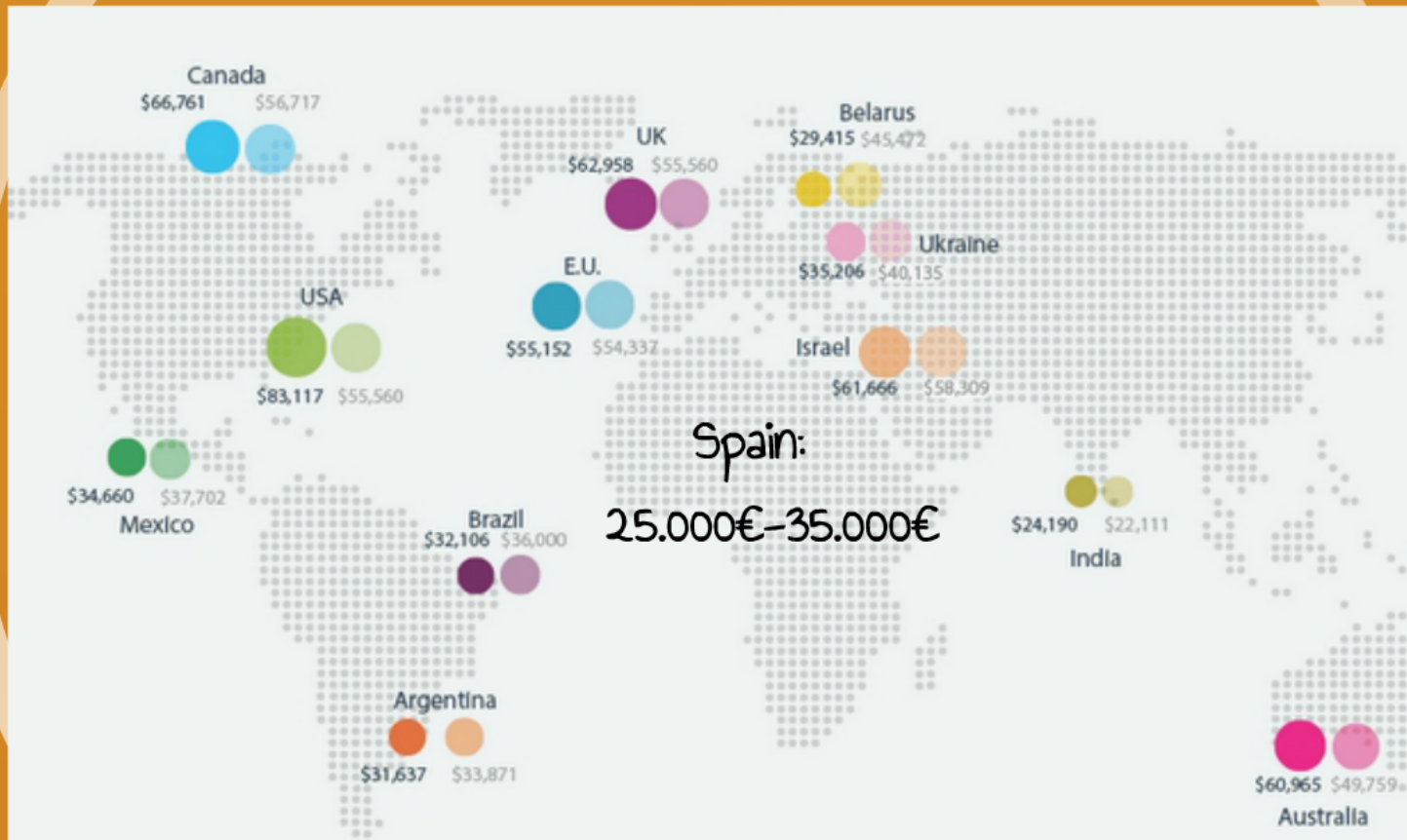
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-<http://www.infojobs.net/analista-programador>

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-[http://economia.elpais.com/economia/2014/01/03/actualidad/1388776149\\_853791.html](http://economia.elpais.com/economia/2014/01/03/actualidad/1388776149_853791.html)

-<http://jesusgonzalezfonseca.blogspot.com.es/2009/11/analizando-los-sueldos-en-estados.html>



# Engineering

## Description

Engineering is the application of mathematics and scientific, economic, social, and practical knowledge in order to invent, innovate, design, build, maintain, research, and improve structures, machines, tools, systems, components, materials, processes, solutions, and organizations.

## Some important companies in Spain

- Iberdrola ingeniería y construcción
- Airbus Spain
- ACS
- Ferrovial



## Different types of engineering

- Chemical and material engineering**: Its explores the processing of materials and production or utilization of energy through chemical reactions.
- Civil engineering**: Its consists in designing the builds and managing natural environment.
- Mechanical engineering**: Its applies fundamental principles of mechanics and thermodynamics to design. Mechanical engineers are involved in the design, manufacture, and testing essentially every product of modern society.
- Aerospace engineering**: Its primary field in engineering concerned with the development of aircraft and spacecraft.

## How much could you earn

Different types of engineers make different amount of money.  
The average is between **30,000 and 40,000€**.

## Skills and formal requirements

**THE 10 KNOWLEDGE OF THE CORE SUBJECT**  
The most basic topics that identify you as an engineer in your field of study: Technical Program. For example: math to know the bases of Thermodynamics, fluid mechanics, statics, mechanics, etc.

**SKILL NO. 1: APPLICATION OF THE KNOWLEDGE**  
Good grades on your education certificate are a reflection of your curriculum-based core knowledge. However, that's not enough: you need the ability to apply it to solve real-life problems.

**SKILL NO. 2: ANALYTICAL & CREATIVE THINKING**  
Some of the most exciting projects and technologies are unusual and sometimes, simple engineering solutions to daily problems, emerging from the unexpected or common-sense.

**SKILL NO. 3: INTERPERSONAL SKILLS AND TEAMWORK/NAVY EXPERIENCE**  
The contemporary workplace makes it feasible for engineers to work in inter-disciplinary teams and projects that involve skills and tasks that are multi-disciplinary in nature. For example, an electrical engineer needs to work in a team consisting of computer engineers, designers, project managers, and marketing managers, etc.

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# Skills and formal requirements

## SKILL #1: KNOWLEDGE OF THE CORE SUBJECT

The most basic ingredient that identifies you as an engineer is the knowledge in your field of study. A Mechanical Engineer, for example, needs to know the basics of Thermodynamics, Fluid Mechanics, Solid Mechanics, etc.

## SKILL #2: APPLICATION OF THE KNOWLEDGE

Good grades on your graduation certificate are a reflection of your (curriculum-based) core knowledge, however that's not enough: you need the ability to apply it to solve real-time problems.

## SKILL #3: ANALYTICAL & CREATIVE THINKING

Some of the most amazing gadgets and technologies are creative and, sometimes, simple engineering solutions to daily problems, starting from the smartphone to e-commerce.

## SKILL #4: INTERPERSONAL SKILLS AND MULTI-DISCIPLINARY EXPOSURE

The contemporary workplace makes it inevitable for engineers to work in inter-disciplinary teams with projects that involve skills and tasks that are multi-disciplinary in nature. For example, an electronics engineer needs to work in a team consisting of computer engineers, designers, project managers and marketing managers etc.

## Some important companies in Spain

- Iberdrola ingeniería y construcción
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ferrovial







# How much could you earn

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The average is between:

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# Customer service and after-sales assistants

## DESCRIPTION OF THE JOB

These are the professionals who provide support before, during and after the purchase process to customers. Before, very often these customers may not speak the native language so this job involves having a good command of foreign languages such as English, German, Russian, etc. Big companies demand professionals specialized in Customer Relationship Management.



## COMPANIES WHICH OFFER THIS TYPE OF POSITIONS.

Some examples of companies that need a customer service and after-sales assistant with a good command of foreign languages:

- The Swatch Group S.A.
- Premium Eyewear Brand
- Autogrill Iberia S.L.U.
- Primark
- Randstad

## IMPORTANT SKILLS IN THIS JOB

The most important is a high level of English and other foreign languages to communicate effectively. It's also important to be respectful and friendly with the customer to give the company a good image.

## WHAT COULD YOU EARN?

You could earn more than 13,000 euros per year with this job.

## SUMMARY

- In 2016, the job of customer assistant was one of the most requested in Spain.
- However, this job is not highly regarded in Spain because of its low salaries.
- International companies hire after-sales assistants because they have to communicate with foreign people.

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Big companies demand professionals specialized in Customer Relationship Management

## But what is Customer Relationship Management? or CRM?

It is an approach to managing company's interaction with current and potential future customers that tries to analyze data about customers' history with a company and to improve business relationships with customers

- It focuses on customer retention
- It compiles data from a range of different communication channels, including a company's website, telephone, email, live chat, marketing materials, and social media

# After-sales ASSISTANTS

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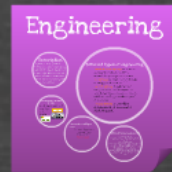
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