



StudentWork



StudentWork Finndea Oy

BASICS

☪ StudentWork Finndea Oy

- A privately owned limited company
- A temporary employment agency
- A member of the Employment Agencies Association
- Established in 2004
- Operations in Helsinki, Tampere, Stockholm
- CEO: Tomas Valkama



STUDENTWORK'S HISTORY

- ⌚ Established in 2004 in Helsinki
 - Idea came from Sweden
 - Two founding members: Tomas Valkama and Lucas Geisler

- ⌚ First student employment agency in Finland

- ⌚ An office opened in Tampere during the summer of 2006

- ⌚ In January 2007 offices established in Stockholm
 - Making StudentWork the first international student employment agency

- ⌚ Partners – Nordjobb, in Sweden

- ⌚ Our growth continues to be strong
- ⌚ We wish to expand to the whole of Finland and Nordic countries



OUR OFFICES AND PERSONEL

Helsinki

Mikonkatu 8

7 people – top management, HR, sales

Tampereella

Hämeenkatu 24

2 people – regional manager, sales

Tukholmassa

Tulegatan 39

6 people – management, HR, sales, legal,
student representatives



IMPORTANT FIGURES

- ⌘ Amount of applicants: May/2008
 - Tampere: over 3100
 - Helsinki: over 3800
- ⌘ People working through StudentWork
 - Tampere region: approximately 30 people



BUSINESS IDEA, VISION AND MISSION

- ⌄ **Our business idea:** We are specialized in hiring and recruiting students and recent graduates. We offer employment to all fields of business.
- ⌄ **Our vision:** To be the initial partner for companies and a desired employer for students in the whole Nordic-region.
- ⌄ **Our mission:** To improve our customers' efficiency and profitability as well as to offer work experience to students and graduates



WHY STUDENTS?

- ⌘ New concept in Finland
- ⌘ Students need work experience and extra income during studies
- ⌘ Students are a competitive and good group of applicants to market to companies
 - Newest information
 - Motivation
 - Diversity
- ⌘ Easy to differentiate

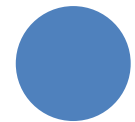


TYPES OF JOBS WE OFFER

- ⌚ Jobs during studies
 - Might not require a degree
 - Usually part-time
 - Easy to begin, not much experience required
 - Examples: cleaner, promotional person, construction worker, telemarketer,

- ⌚ Jobs after studies
 - Usually require a degree
 - Are mostly full-time
 - In most cases lead to the employee being recruited to the customer company
 - Examples: accountant, software engineer, construction engineer, marketing assistant

- ⌚ There are exceptions and overlap in both cases



CUSTOMER PROCESS

- ⌘ Contacting potential customers
 - By phone and/or email
- ⌘ Scheduling a meeting
- ⌘ During meeting getting relevant information
- ⌘ Making an offer and beginning the recruitment process
- ⌘ After finding applicants, contacting the customer about potential employees
- ⌘ The customer makes the decision of who, when and how many employees they want to hire



WHY USE TEMPORARY EMPLOYMENT AGENCIES WHEN LOOKING FOR WORK?

- ⌘ Common goal
- ⌘ Objective assessment
- ⌘ Many possibilities
- ⌘ Support in the application process
- ⌘ Professional and respectable service



WORK APPLICATION PROCESS

- ☪ Analyze yourself
- ☪ Find the right recruitment channels
- ☪ Gather information of the companies
- ☪ Phone contact, web sites
- ☪ Type and send out your application and CV
- ☪ Job interview with the staffing company
- ☪ Job interview with the client company
- ☪ Possible aptitude tests
- ☪ The job is yours!



HOW TO GET STARTED?

- ☉ Register your CV at www.studentwork.fi
 - Job announcements directly to your email
 - No obligations
- ☉ Keep an eye on our website for new job openings
 - New jobs open up on a weekly basis
- ☉ If there is a job that interests you
 - Do not hesitate ,send your application immediately
 - Contact us by phone to ask for more details

