**Rasamny Group Internship Program Syllabus**

**Program Overview** This internship is designed to provide a comprehensive understanding of the Rasamny Group's diversified operations. Rasamny Group has several subsidiaries in the new automotive market, representing brands such as Hyundai, MG, Changan, and Geely. It is also the largest partner of Total Liban through its chain of gas stations and diesel distribution channels under the Ras Gas brand. Participants of the program will gain exposure to key industries, including automotive, downstream oil and gas, construction equipment, logistics, and insurance brokerage. The program emphasizes financial analysis, forecasting, and strategic planning, preparing interns for real-world business challenges.

**Program Structure**

* **Duration:** Min 6 weeks depending on the needs of the company
* **Schedule**: The official schedule of the company since the internship will take place during the summer break of the academic year.
* **Location**: Hyundai Building. Zalka Highway. Beirut, Lebanon

**Learning Objectives**

1. Understand the operational dynamics of diverse industries within the Rasamny Group.
2. Develop skills in budgeting, forecasting, and financial analysis.
3. Gain insights into procurement processes and supply chain challenges.
4. Analyze global oil prices and PLATTS and their implications on gasoline pricing.
5. Apply forecasting techniques to optimize inventory and cash flow management.

**Breakdown**

**Orientation and Overview**

* Introduction to Rasamny Group’s business units.
* Overview of the internship program and expectations.
* Initial training on financial analysis tools and software.

**Automotive Industry**

* **Forecasting and Cash Flow Projection**:
	+ Analyze historical sales data for Hyundai, MG, Changan, and Geely.
	+ Develop forecasting models for optimal stock and order management.
	+ Understand cash flow implications for each brand.
* **Procurement Challenges**:
	+ Investigate freight costs, lead times, and global supply chain issues.
	+ Evaluate strategies to mitigate customer challenges.

**Downstream Oil and Gas**

* **Regulated Pricing Mechanisms**:
	+ Study global oil price trends and their impact on local pricing.
	+ Forecast future government-regulated prices using market data.
* **Operational Insights**:
	+ Visit gas stations to understand daily operations.
	+ Analyze diesel distribution logistics and profitability.

**Construction and Logistical Equipment**

* **Market Analysis**:
	+ Assess demand trends for construction and logistical equipment.
	+ Review sales and leasing models.
* **Budgeting and Cost Management**:
	+ Develop budgets for equipment procurement and maintenance.

**Insurance Brokerage**

* **Financial Analysis**:
	+ Analyze Ras Care Insurance Brokers’ portfolio.
	+ Evaluate profitability metrics for different insurance products.
* **Market Expansion Planning**:
	+ Study the potential for automotive insurance policy sales.
	+ Develop a marketing strategy for new offerings.

**Internal Audit**

* **Assist the internal audit department in assignments**:

**Group Financial Analysis**

* **Consolidated Budgeting**:
	+ Prepare a consolidated budget for multiple business units.
	+ Analyze variances and propose corrective actions.
* **Strategic Forecasting**:
	+ Develop long-term financial forecasts for the Group.
	+ Present findings to senior management.

**Capstone Project and Presentation**

* **Capstone Project**:
	+ Interns will work on a comprehensive project addressing a real-world challenge within the Group.
* **Final Presentation**:
	+ Present project findings and recommendations to the management team.
* **Feedback Session**:
	+ Receive constructive feedback on performance and contributions.

**Evaluation Criteria**

* Quality and accuracy of financial analyses and forecasts.
* Creativity and practicality of solutions to operational challenges.
* Engagement and contribution during site visits and team discussions.
* Professionalism and teamwork.
* Final presentation and capstone project outcomes.

**Intern Support**

* **Mentorship**: Each intern will be assigned a mentor from senior management.
* **Resources**: Access to industry reports, financial tools, and internal databases.
* **Networking Opportunities**: Interaction with professionals across business units.
* **Number of Applicants:** We can accommodate up to 4 applicants at one time