

# INFO SESSION PRINCE ALBERT FUND

NOVEMBER 20TH 2023



KRISTEL VAN DEN BERGH  
MANAGING DIRECTOR PAF

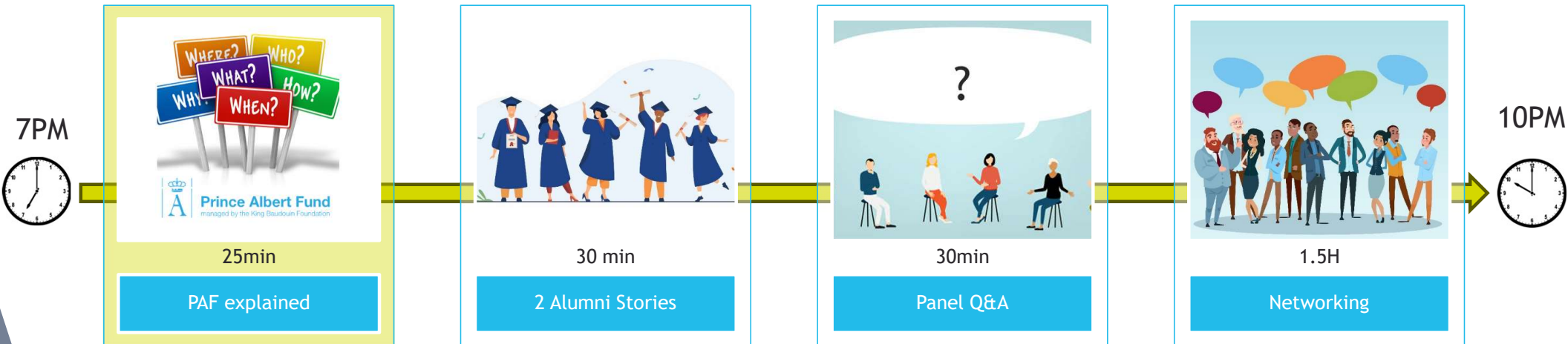


ANNEKE DENECKER  
PROJECT & KNOWLEDGE MANAGER



**Prince Albert Fund**  
managed by the King Baudouin Foundation

# AGENDA FOR THIS EVENING



# AGENDA

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25min

PAF explained

1. What is PAF all about?
2. Is PAF for you, are you eligible? How to apply?
3. What happens after your selection?

# HISTORY & VISION OF THE PRINCE ALBERT FUND (SINCE 1984)



## Twin goals, double impact

**Helping Belgium's top talent to kickstart their international careers and grow as leaders**

**Helping Belgian companies with their international development**

The Prince Albert Fund is a non-profit organisation  
Funded by the King Baudouin Foundation (KBF) and  
Belgian businesses (VBO-FEB)





## Prince Albert Fund

managed by the King Baudouin Foundation

### BELGIAN TALENT



27.500€ Grant  
High impact Project  
Company of choice  
Outside Western Europe

### BELGIAN COMPANIES



Access to top talent  
Business acceleration  
Provide costs of living  
Pay Fee to foundation

Unique  
Leadership  
Development  
program

PAF: Making a double impact since 1984

A man with a beard and glasses, wearing a dark blazer over a dark sweater and light-colored trousers, stands in front of a wall made of horizontal grey wooden planks. The word "deceuninck" is written in large, blue, lowercase letters with a white outline and a slight shadow effect on the wall. A red fire alarm pull station is visible on the wall to the left of the man.

# deceuninck

## HARIS SHABIR



Deceuninck, Int. Business developer



Haris Shabir • 1st

International Business Developer @ Deceuninck | Prince Albert Fund candi...  
3w • 🌐

I'm excited to share that I've been selected as a [Prince Albert Fund \(KBF\)](#) candidate and will be working as an International Business Developer for [Deceuninck](#).



Accelerate the interntional expansion  
Of deceuninck through a global  
Market research study





# GERMAIN BOUTTE

Ugani prosthetics, Country manager DRC



**Germain Boutte** • 1st  
Country Manager DR Congo at Ugani Prosthetics  
1w • Edited •

✨ Exciting News: Embarking on a New Chapter! 🚀

Thrilled to share that I've taken on the role of Country Manager DR Congo at **Ugani Prosthetics**, where we're making waves with 3D-printed prosthetics. 🐾 Our mission is simple yet impactful—creating high-quality assistive devices that are not only innovative but also affordable and accessible to all.



Goal: Launch the activities of Ugani Prosthetics in Congo and improve quality of life of thousands of patients



# PAF: LEARNING, GROWING AND MAKING AN IMPACT THROUGH NEW PROFESSIONAL EXPERIENCES



12-month professional challenge

Taking on a new role

Changing industry

Relocating to new country & culture



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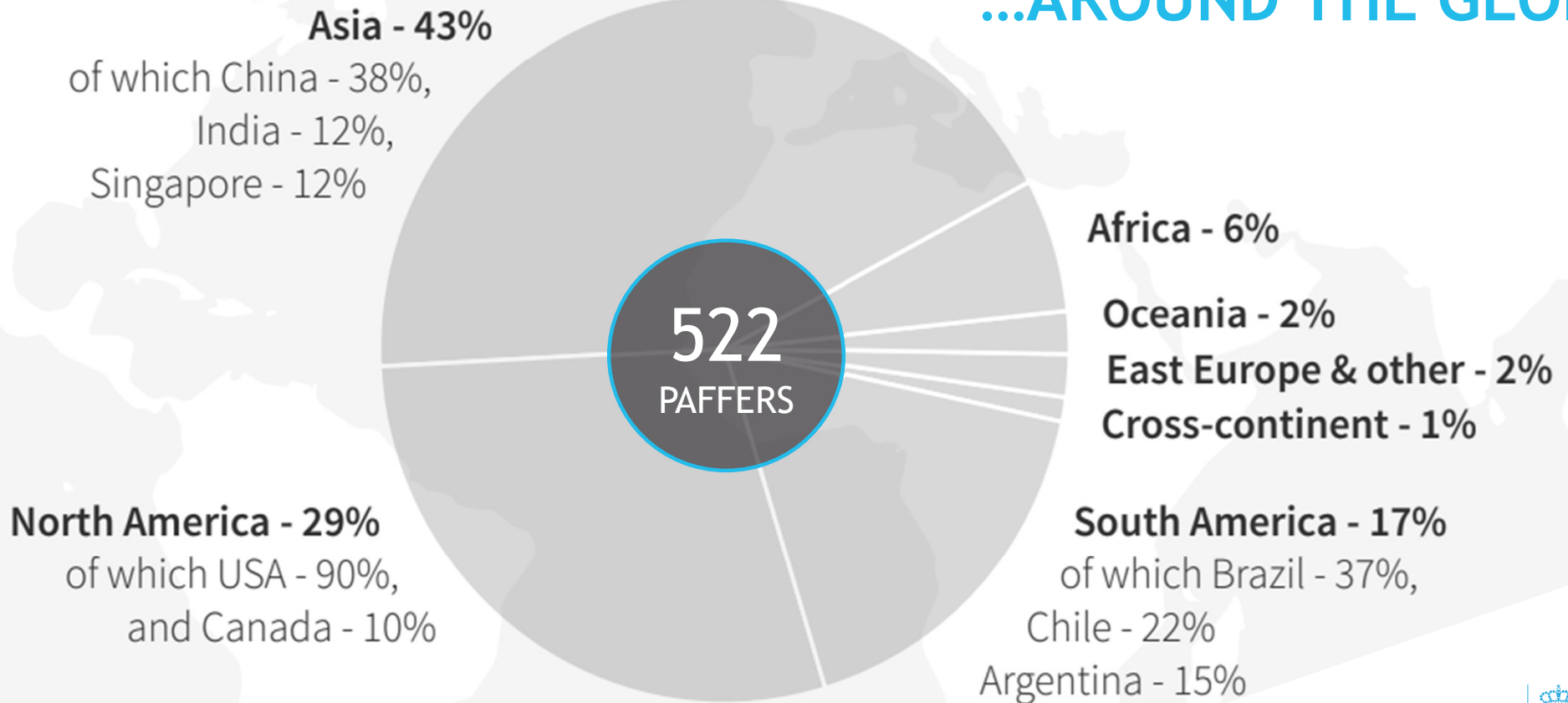




# +500 CANDIDATES, EACH ONE WITH UNIQUE STORY

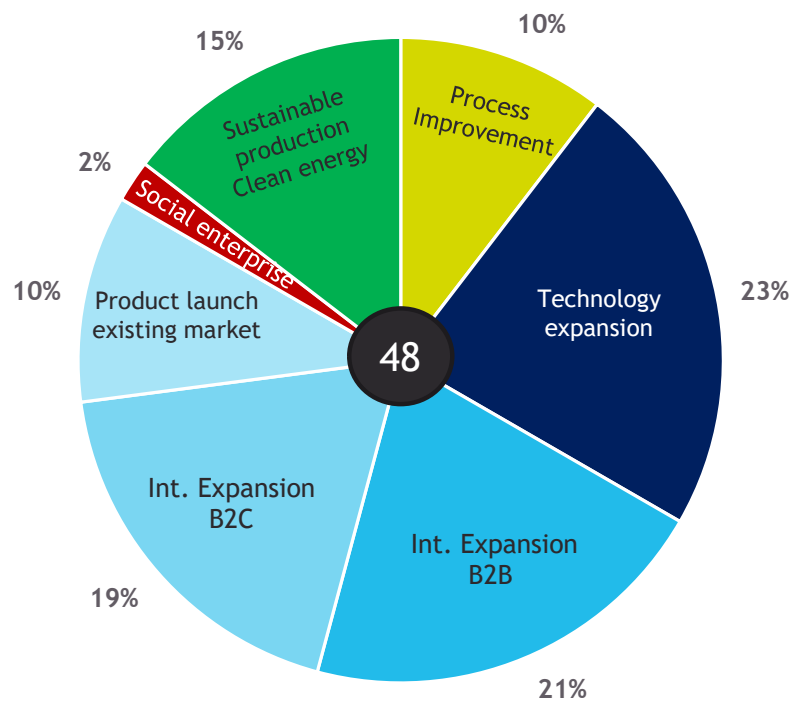


## ...AROUND THE GLOBE



# EVOLVING PROJECT ROLES

~ 50% TRADITIONAL PAF, ~ 50% NEW TYPE OF ROLES



Digital Transformation Manager

Supply Chain Optimization analyst

Business operations manager

Partnership manager

CO2 Decarbonization manager

PM Smart Plant Initiatives

Sustainability manager

Hydrogen facility manager

Strategic expansion manager LATAM

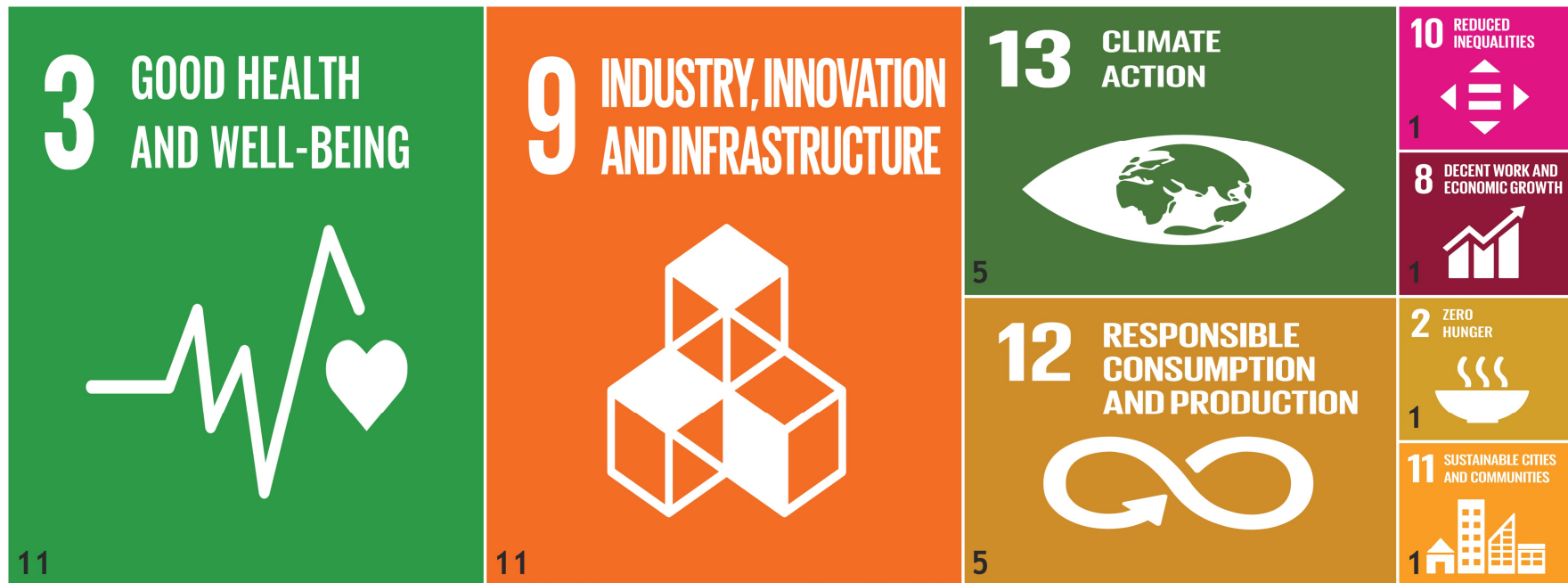
Business Developer USA

Market entry Analyst

New product launch manager



# PAF PROJECTS CONTRIBUTE TO SUSTAINABLE DEVELOPMENT GOALS



\* Please indicate the primary sustainable development goal your PAF project contributed to based on Returnee Survey. 70% response rate. N=36

## 2022: +300 BUSINESSES, BOTH LARGE & SMALL

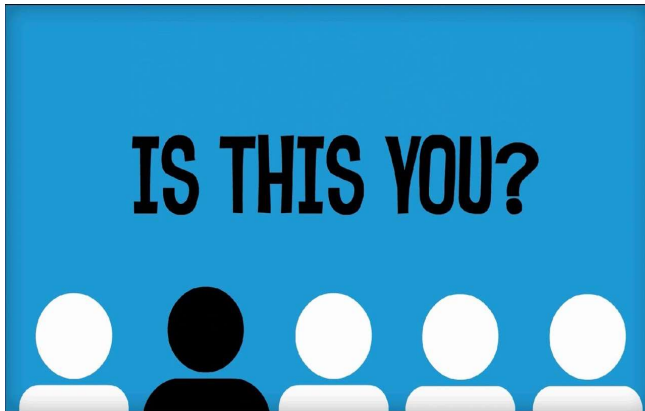


“UCB year after year looks forward to onboard participants of the Prince Albert Fund as they add new ways of thinking, audace and openness to the world.”



# DO I MEET THE 6 REQUIREMENTS?

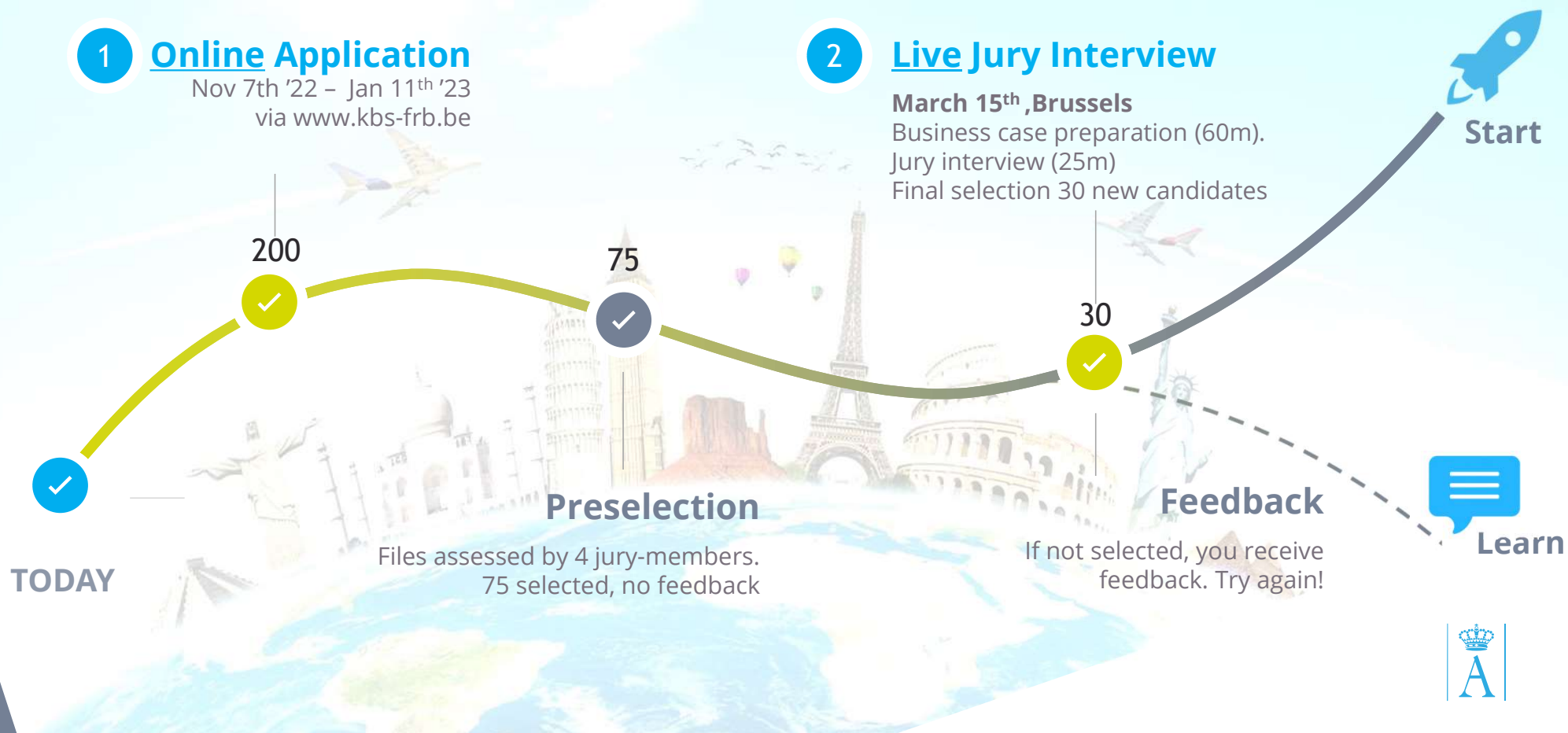
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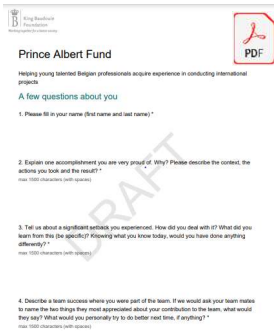
- ✓ Belgian citizen, or domiciled in Belgium for at least 5 years
  - ✓ Max. 30 years old on 01/01/2024 (born after 1/1/1994)
  - ✓ Master's degree
  - ✓ Keen interest in business
  - ✓ Min. 2 years of professional experience (\*) by Sept 2024
  - ✓ Fluent in English
- ✓ (\*) No summer internship, need to be listed on payroll of an organisation



# WHAT ABOUT THE SELECTION PROCESS?



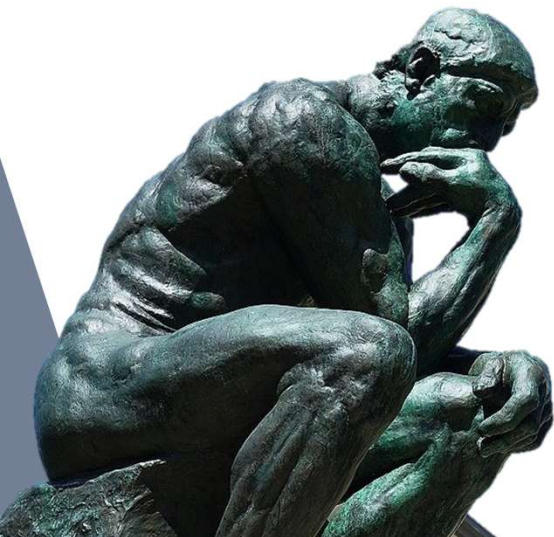
# 1 ONLINE APPLICATION: QUESTIONS TO REFLECT UPON...



 **DOWNLOAD:** <https://candidate.kbs-frb.be/en/Call/PdfResult?id=1497>

1. *Explain one accomplishment you are very proud of. Why?*
2. *Tell us about a significant setback you experienced. How did you deal with it? What did you learn from this?*
3. *Describe a team success where you were part of the team. If we would ask your team mates to name the two things they most appreciated about your contribution to the team?*
4. *Which Sustainable Development Goal (SDG) would you most like to contribute to with your PAF project*
5. *Describe the main characteristics of a potential Prince Albert Fund project that would excite you most, e.g. in terms of type of responsibility, challenge, sector, company, geography, etc*

- **START ON TIME!**
- **Insightful clarity exercise**
- **Reference point for the jury interview**
- **Contact our Alumni**



## 2 JURY DAY, SET-UP

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1- Business case (10')

2- Interview (15')

“The jury is your friend!”



## 2 JURY DAY, WHAT WILL THE JURY LOOK FOR?

### Personality

- Drive, entrepreneur spirit
- Charisma, ability to convince
- Open minded, flexible
- Team player
- Maturity
- Ability to adapt to a different culture

### Past Achievements

- Track record of excellence
  - Studies and work
  - **Youth activities**
  - **Sport, voluntary work,...**
- Resilience, ability to learn from your mistakes

### Motivation

- About PAF
- About International business
- About a potential project
- About living abroad

### Impact

- Project Impact
- Career impact
- How you will contribute to Society at large

## 2 JURY DAY, TIPS

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- “... *but I haven’t identified a PAF project yet*”  
No need. Just be clear about your intentions & motivations.
- “... *but my background is very different*”.  
*That’s good. Every PAF candidate is unique. Focus on your story!*
- “...*but I’m not sure yet*”  
*Bring the right energy!*
- “... *but what if I fail?*”  
*But what if you learn?*





# Onboarding phase, departure by Jan '25



- ❑ 3-day Leadership training
- ❑ Speed dating companies
- ❑ Alumni Events
- ❑ Online Webinars with experts & PAFFERS abroad

## MOST IMPORTANT STEP: YOUR PROJECT SEARCH



*"I initially underestimated the workload and stress securing a project would bring in combo with my fulltime job"*

Start before  
31/01/'25

# C 50% CHOOSES A PROJECT FROM THE LIST



Name ↑

PDF	2022_BMI Leisure_Americas.pdf
Word	2022_Boortmalt_Australia.docx
Word	2022_EverZinc_USA.docx
PDF	2022_EyeSee_USA.pdf
PDF	2022_LaLorraine BakeryG_NAmerica.pdf
PDF	2022_SENSOLUS_NORTH_AMERICA.pdf
Word	2022_UCB_Australia.docx

Start before 31/01/'24

## Project:

### 1 What we expect:

#### Business Development:

Your challenge is to make the world (you start with New York) circular and sustainable with JUUNOO.  
How do you start this challenge? You start with prospecting and conquering the market. You look for those who believe in circular economy and understand the added value of JUUNOO. In Belgium we are known for our circular range and we want to achieve this in the New York region as well.

#### Brand Awareness:

- You will create visibility and expand your network with involvement in the community industry.
- You will c
- You will a
- Collabor

### 3 The Successful Candidate:

Has knowledge of the construction industry, solutions and sales techniques, coupled with result driven and perseverance, are crucial in this fantastic and demanding position of Business Developer.

#### Sales:

- Set up or
  - Develop deals
  - Sales dev frequent
  - Direct re
- You are result driven. We are curious to hear about your achievements that you are most proud of.
  - You are known for opening doors and creating new opportunities.
  - You like to work autonomously and draw your own plan, since your colleagues are a bit further away. Fortunately, there is Teams.
  - You have strong communication, negotiation, presentation and interpersonal skills, which allow you to interact with different end customers (from facility managers to the C-Suite)
  - You understand your customers and know how to close the deal. Together, we get results.
  - Construction experience/affinity to capture the market would be a plus.
  - You have a lot of perseverance and go for the extra mile.
  - You know what it is to work in a scale-up and you are not afraid of it.
  - You are enthusiastic about our company values. You want to challenge yourself and create impact.



## © 50% CRAFTS OWN PROJECT

- **Criteria:**

- for a Belgian company
- outside the EU (and outside UK and CH)
- for 12 months
- of an Entrepreneurial spirit
- Related to Business/Management
- Related to SDG's you are passionate about

- Your PAF mentor can assist!



# SUPPORT DURING THE ONBOARDING & PROJECT

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## Obligations of the Company

- Provide a challenging (and fulfilling!) project
- Assign a company mentor & Provide internal support (VISA process)
- Pay for:
  - housing costs; Flight costs
  - mission-related costs (fex transport)
  - admin fee to PAF

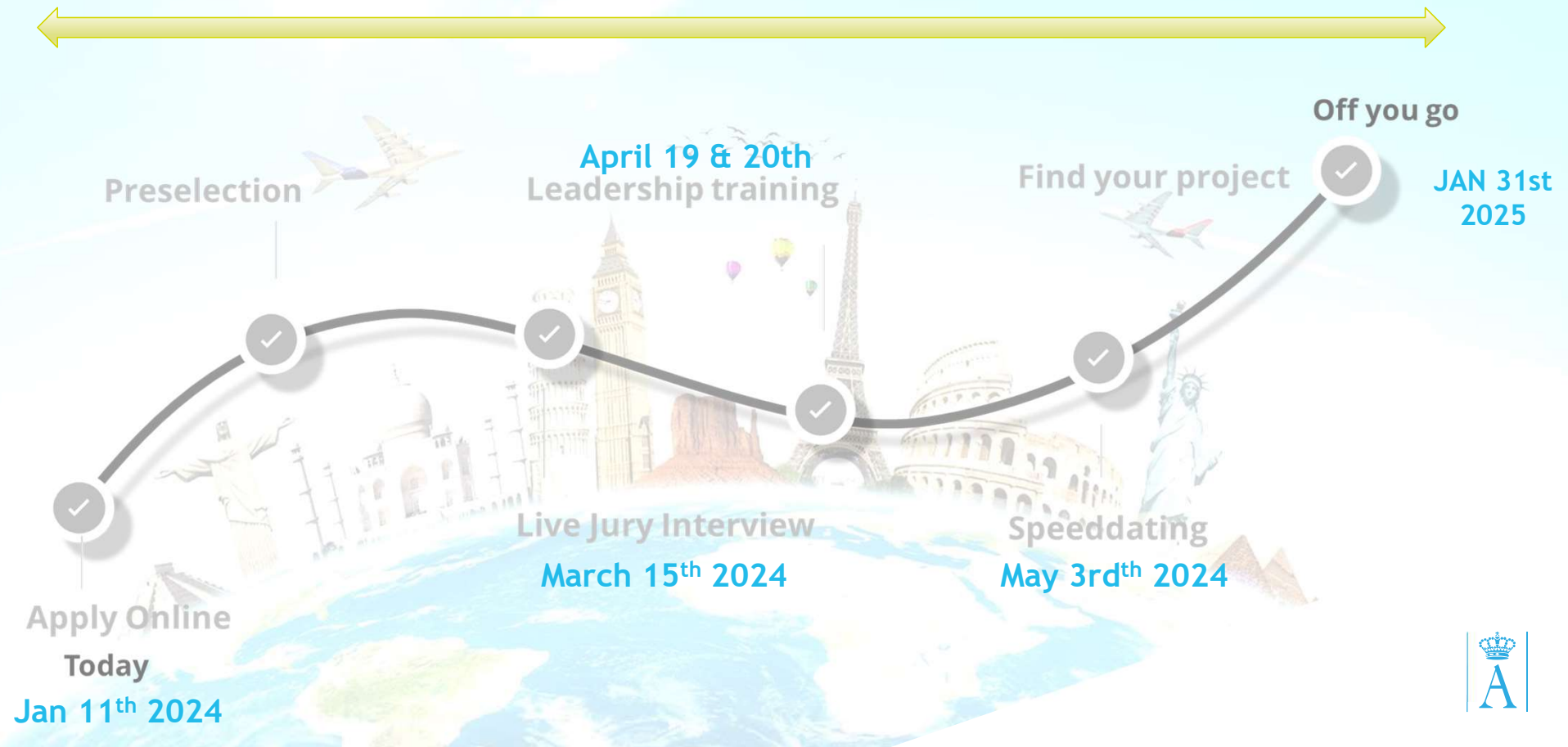
## Support From PAF

- Support in onboarding & Follow-up by PAF team
- Admin support
- Mentoring by Alumni





# 10-14 MONTHS PRE-DEPARTURE + 12MONTHS PROJECT





# a 12-month Adventure

With support from PAF, Companies & PAF Mentors

ONBOARDING

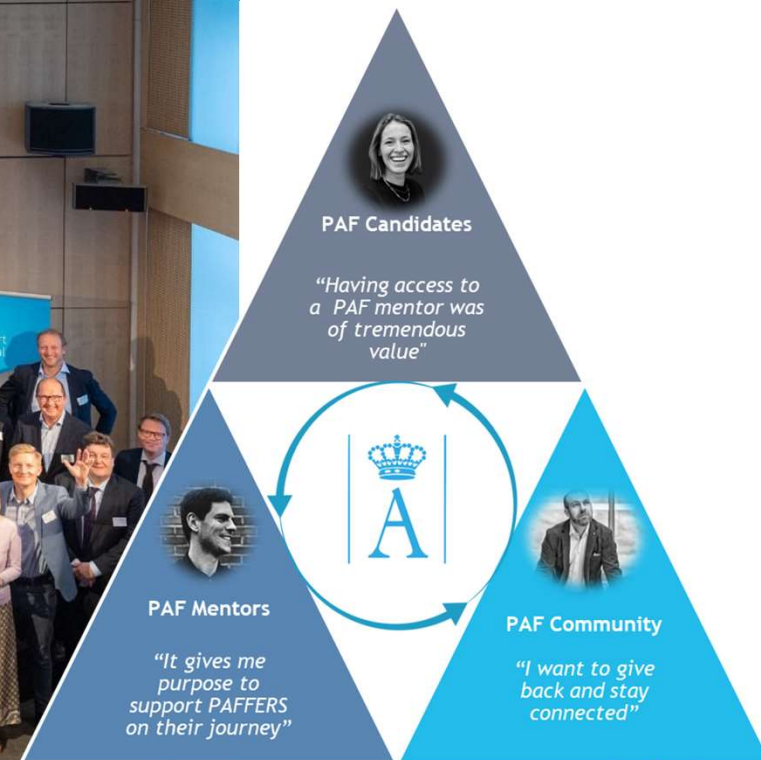
MIDTERM CALLS

FINAL REPORTS

GRADUATION



# PAF GRADUATION CEREMONY & ALUMNI COMMUNITY



## THINK BEFORE APPLYING ... IMPLICATIONS

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- Your status during the PAF assignment
  - Full-time student status (no pension, no vacation credit)
  - Grant is tax-free
  - Keep a residence in Belgium to benefit from Social Security
  - We provide an additional health insurance

## THINK BEFORE APPLYING ... IMPLICATIONS

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- Make sure you are ready for the adventure
  - Finding a project takes time
  - No such thing as an ideal project - a flexible outlook is important
  - Managing dual careers
  - Managing Personal relationships - Partner, family
  - Visas can be tricky
- If you drop the grant after selection, it cannot be given to someone else. Please don't apply if you see upfront showstoppers



Ready to take  
your development  
to the next level?



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# GO FOR IT!



**APPLY** BY JANUARY 11th 2024

**SHOW-UP** ON MARCH 15th 2024

**LEAVE BY** JANUARY 31st 2025

**Bring your best** & leave the rest







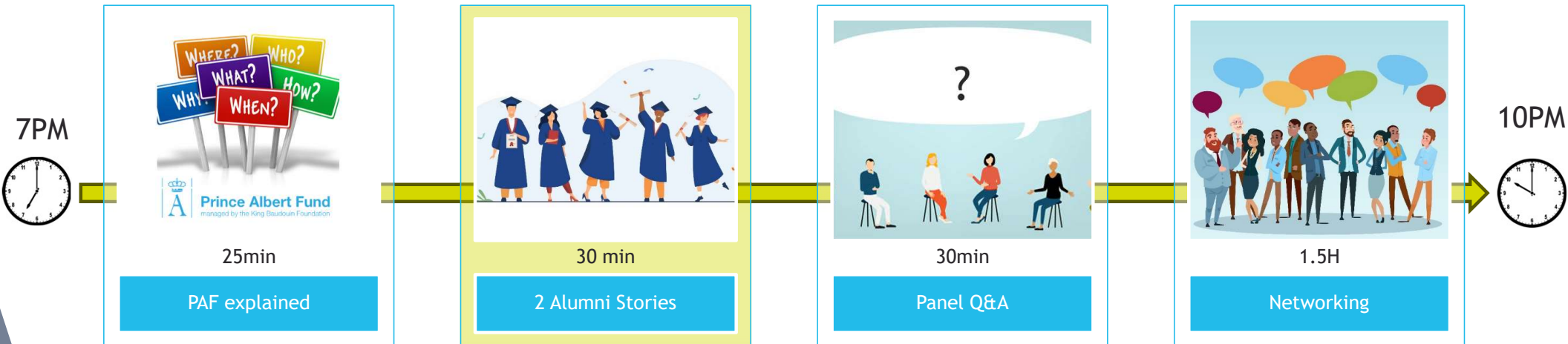
Enjoy the adventure!

[www.princealbertfund.be](http://www.princealbertfund.be) | [fundpaf@kbs-frb.be](mailto:fundpaf@kbs-frb.be)



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# AGENDA FOR THIS EVENING



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1

FLORENCE MORELLE



**BOORTMALT**  
MASTERS OF MALT

ALEJANDRO GITS



2

