



Surf the Job

**On a mission to help students understand the job market
and companies keep talent for longer.**

Students

disconnected from the
reality of working in a
company

**11% yearly
turnover rate**

**Costs 21% of
yearly salary**

**€6.6M to €19.3M
wasted every year in 🇵🇹**

Students and recent grads

8 out of 10

Feel disconnected from the job reality

7 out of 10

Classes are too theoretical

9 out of 10

Internships offers aren't centralised

Break the cycle. Get experience.



Business projects with companies. For students who want to experience the management field in Portugal.

Business Development / Finance / Brand Management /
Digital Marketing / VC

Are you a student?

[PRE-REGISTER NOW](#)

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@ Fábrica de Startups

🎓 in Portugal and France

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💻 Marketing
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🎓 in Portugal, Norway and Canada

Revenue Model

1



Companies pay fixed fee
per top candidate/project

2



If company keeps student
after initial project



10% of salary of first year

3



Employer Branding
opportunities

Talks + sponsored
newsletter

No fees for students

VALIDATION FROM COMPANIES

70%

Willing to post existing projects in the platform

60%

Willing to pay a fee for selection of top students

50%

Willing to create new projects with us



Companies are already paying for similar projects
such as  Católica Consulting Linked

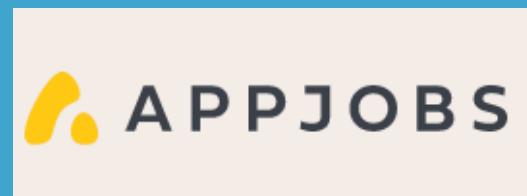
**Overflow of applications for student consultancies
(10% acceptance rate)**

COMPETITORS

Similar student project facilitators



All websites to find growth opportunities



Everything that helps students with getting the job that's right for them

JobClub

networkme

Pitch Bootcamp

talentun

Career fairs

University career enters

Competitive Advantage

Teams of students from
different universities
and degrees

= more creativity
= better future talent



Offer learn by doing
curricular experiences
in real companies



Surf the Job

**Get students closer
to their future**



**Help companies
keep talent for longer**

surfthejob.com

Q&A?

Go-to-Market

Negotiations with an incubator

- Exclusive student projects with 9 startups
- ~20 positions to fill
- Beginning in September 2021

1

Large companies with turnover issue who want to integrate young talent

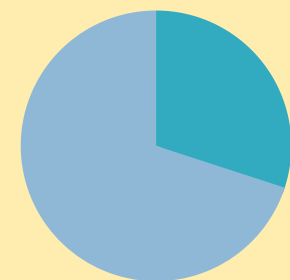
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Eventually, we want to be the place where students can find **all** opportunities to grow



47 638

Total Available Market (TAM)
All Business/Economics students at
any given time



888,421

Total Available Market (TAM)
All SMEs in Portugal
(according to 2019 SBA Fact Sheet)

Q: Can you clarify how students being disconnected from the job market leads to all those costs?

If we give more experience to students, they'd be better prepared to face the real world and **know what they actually enjoy doing**, and this would allow companies to save a great amount.

So, actually if students try out jobs in small consultancy projects before actually graduating, that will actually save some money for companies.

**875 companies
with at least 250**

=

**€6 569 065 to €19 339 320 wasted every year
in**

plus onboarding costs of new employees

Portugal has 875 companies with a minimum of 250 employees.
That means **6 569 065 million** are being wasted every single year.
At a minimum because then some have 400, 500, 900 employees.

644 thousand workers in 875 companies that have more than 250 workers
 $644000 * 11\% \text{ turnover rate estimated} * €1300 \text{ salary} * 21\% \text{ estimated cost} = \text{maximum loss of } \mathbf{€19\ 339\ 320}$

Marketplace for Student Consultancy Projects in business areas

VALUE FOR COMPANIES

1

Fresh creative solutions

2

Employer Branding tool

3

Reduced turnover costs