

	Time	Total Spend hours	Output	Task
<b>Milestone 1</b>	<b>45:15:00</b>	<b>45:15:00</b>	<b>0</b>	
Task	5:00:00		Presentation	<b>Presentation about yourself:</b> The company is requesting interns to create a presentation to introduce themselves and outline how their experiences and knowledge can benefit the organization moving forward. The presentation should focus on showcasing the unique skills, insights, and fresh perspectives that interns can offer to support company goals and initiatives and support their teammates. Interns are encouraged to highlight their relevant expertise, whether it's technical skills, industry knowledge, or innovative ideas. The goal is to demonstrate how interns can make meaningful contributions to the company's success by leveraging their backgrounds and experiences. Through this presentation, interns have the opportunity to articulate their potential impact and propose how they can actively contribute to the company's growth and development.
Learning	3:00:00			<b>Learning Tools:</b> In this phase, our objective is to train interns in essential skills and knowledge using our ERP system, Odoo. Through hands-on training and practical exercises, interns will learn to navigate and utilize task management modules within Odoo for organizing tasks, assigning responsibilities, and tracking project progress efficiently. They will also receive guidance on time tracking functionalities, enabling them to manage their time effectively, analyze productivity patterns, and optimize workflow efficiency. Additionally, interns will develop proficiency in managing email correspondence, working with calendar features, and utilizing modules for knowledge sharing within Odoo. By mastering these tools within our ERP system, interns will be well-equipped to contribute effectively to our team's projects, promote seamless communication, and foster a culture of collaboration and knowledge sharing within the company.
Task	2:00:00			<b>Preparing your profile:</b> In this phase, interns will be trained on setting up their profiles and utilizing their experience effectively within our system. They'll learn to create professional email signatures and optimize their LinkedIn profiles to reflect their skills and achievements in line with company objectives. This ensures interns can present themselves effectively both internally and externally.
Learning	8:00:00			<b>Knowing the industry:</b> Interns will delve into learning about various facets of the software development and recruitment industry, with a focus on custom software development, e-commerce, portal, website, and ERP systems. They will gain insights into the general principles and practices of software development and recruitment, understanding key concepts and methodologies. Additionally, interns will explore specific aspects of software development, including product customization, e-commerce platforms, portal development, and website creation.
Meeting	2:00:00			<b>Presenting how fast you learn:</b> This meeting entails presenting your comprehension of the market to fellow team members. It also serves as an assessment of your ability to swiftly grasp market dynamics. Your presentation will showcase your understanding of various market sectors.
Learning	2:00:00			<b>How to prepare marketing plan:</b> At this stage, we'll guide you through the process of crafting a comprehensive marketing plan. You'll learn how to outline strategies for reaching your target audience, developing compelling messaging, and executing impactful marketing campaigns. We'll cover key elements such as market research, competitive analysis, target audience identification, positioning, branding, promotional tactics.
Task	16:00:00		Marketing plan	<b>Marketing plan:</b> Now that we've laid the groundwork in the previous step, it's time to dive into marketing activities. This involves conducting detailed research on the topics outlined, including lead generation methods, customer characteristics, and geographical distribution. We'll prepare a marketing and sales calendar to streamline our efforts and ensure timely execution of strategies.
Learning	2:00:00			<b>How to network:</b> Want to watch your opportunities explode? In this session, we'll transform your approach to networking. Learn how to leverage LinkedIn to build a magnetic profile and connect with industry heavyweights.
Brain storming	2:00:00		Your suggestion	<b>Brainstorming:</b> Let's engage in a brainstorming session to explore various channels that can contribute to lead generation. Your creative insights are invaluable and will enhance the effectiveness of the process.
Learning	2:00:00			<b>CRM:</b> Working with CRM and tools to find clients contacts
Meeting	1:15:00			<b>Performance Report:</b> In this meeting, you'll not only share your accomplishments in meeting milestone goals with the entire team but also present your suggestions and plans for achieving any tasks that have not yet been reached.
<b>Milestone 2</b>	<b>42:15:00</b>	<b>87:30:00</b>	<b>225</b>	
Task - Daily 3 hours	15:00:00		225 Lead	<b>Lead generating:</b> After we allocate you a specific sector and target country, your subsequent task will involve initiating the process of identifying and connecting with leads, followed by adding them to the CRM for marketing purposes.
Learning	0:30:00			Crafting Effective Messages and Effective Follow-Up Techniques
Learning	0:30:00			How to use ChatGPT and Bard
Learning	0:30:00			How to write an Article
Task	16:00:00		1 Article	<b>Digital Marketing:</b> Write Articles and content for the website and Social Media and video presentations
Brain storming	2:00:00			<b>Brain Storming:</b> Where to publish your article
task	5:00:00		60 link	<b>Backlink:</b> To enhance our online presence and improve search engine visibility, we will compile a comprehensive list of directories for backlinks and content publishing. This process involves identifying reputable directories and platforms relevant to our industry and target audience. By strategically selecting directories with high domain authority and relevance, we aim to build quality backlinks that drive traffic and improve search rankings. Additionally, we will explore opportunities for content publication on these platforms, leveraging them as channels to showcase our expertise, attract potential customers, and enhance brand visibility. Through meticulous research and strategic planning, we will curate a list of directories that align with our marketing objectives and contribute to our overall digital marketing strategy.
Learning	1:00:00			Advertising on LinkedIn
Task	0:30:00		ADDs	<b>Advertising:</b> We want to launch an advertising campaign for two of our brands, 7dayschic and Ondelights, on LinkedIn. This strategic initiative aims to expand the reach of these brands in the market and provide valuable insights into advertising on LinkedIn. By leveraging the powerful targeting capabilities of the platform, we intend to connect with our target audience effectively and drive engagement with our brands. Through this campaign, we anticipate gaining valuable experience in utilizing LinkedIn as a key advertising channel, enabling us to optimize our future marketing efforts and further enhance the visibility and growth of 7dayschic and Ondelights in the market.
Meeting	1:15:00			<b>Performance Report:</b> In this meeting, you'll not only share your accomplishments in meeting milestone goals with the entire team but also present your suggestions and plans for achieving any tasks that have not yet been reached.
<b>Milestone 3</b>	<b>50:45:00</b>	<b>138:15:00</b>	<b>450</b>	
Learning	1:00:00			<b>Begin Marketing:</b> Following up on messages involves personalized and timely responses, expressing gratitude and offering further assistance. When sending marketing emails, it's crucial to craft compelling content with captivating subject lines, personalized messages, valuable information, and clear calls-to-action. Monitor performance metrics to refine strategies for ongoing improvement.
Task - Daily	6:00:00			<b>Marketing:</b> Sending marketing messages involves crafting compelling content tailored to your target audience's needs and interests. Ensure your message is concise, relevant, and highlights the value proposition of your product or service. Use captivating subject lines to grab attention and encourage recipients to open the email. Once the message is sent, it's essential to promptly follow up and respond to any inquiries or feedback received. Personalize your responses where possible and provide helpful information or solutions to address recipients' concerns.
Learning	1:00:00			<b>HR Head hunting:</b> HR head hunting project concept and how to find leads
Task - Daily 1 hours	5:00:00		75 Lead	Generating leads for recruitment projects
Learning	1:00:00			<b>Video presentation:</b> How to create a video presentation
Task	10:00:00		Video presentation	<b>Video presentation:</b> Creating video presentations based on your article
Task - Daily 2 hours	10:00:00		150 Lead	<b>Lead Generation:</b> After we allocate you a specific sector and target country, your subsequent task will involve initiating the process of identifying and connecting with leads, followed by adding them to the CRM for marketing purposes.
Task	12:00:00		60 Action	<b>Back Link Generation:</b> Publish the crafted article and company details on the specified directory to enhance online visibility, thereby boosting lead generation efforts.
Learning	1:00:00			Social Media Marketing
Task	2:00:00			<b>Social Media presence:</b> Publish your articles to social media and count conversion
Task	0:30:00		ADDs	Publish an advertisement for 7dayschic or Ondelights on LinkedIn
Meeting	1:15:00			<b>Performance Report:</b> In this meeting, you'll not only share your accomplishments in meeting milestone goals with the entire team but also present your suggestions and plans for achieving any tasks that have not yet been reached.
<b>Milestone 4</b>	<b>50:45:00</b>	<b>189:00:00</b>	<b>750</b>	
Task - Daily check email and follow up	12:00:00			<b>Marketing:</b> Sending marketing messages and subsequently following up and responding to incoming messages.
Task - Daily 1 hours	5:00:00		75 Lead	<b>Lead Generation:</b> Generating leads for recruitment projects
Task - Daily 2 hours	10:00:00		150 Lead	<b>Lead Generation:</b> After we allocate you a specific sector and target country, your subsequent task will involve initiating the process of identifying and connecting with leads, followed by adding them to the CRM for marketing purposes.
Learning	1:00:00			<b>Partnership:</b> Market Expansion through Partnership
Task - daily 2 hours	10:00:00		75 Lead	<b>Partnership:</b> Generating Leads: Partnering for Success
task	5:00:00		60 link	<b>Back Link Generation:</b> Create a Directory List for Backlink Acquisition and Content Publishing
Task	6:00:00		60 action	<b>Back Link Generation:</b> Publish the crafted article and company details on the specified directory to enhance online visibility, thereby boosting lead generation efforts.
Task	0:30:00		ADDs	Publish an advertisement for 7dayschic or Ondelights on LinkedIn

Meeting	1:15:00			<b>Performance Report:</b> In this meeting, you'll not only share your accomplishments in meeting milestone goals with the entire team but also present your suggestions and plans for achieving any tasks that have not yet been reached.
<b>Milestone 5</b>	<b>46:45:00</b>	<b>235:45:00</b>	<b>937</b>	
Task	10:00:00		1 Article	<b>Article:</b> Write a second Article and content for the website, Social Media and video presentations
Task	8:00:00		1 Video	<b>Video:</b> Create the second video presentation
Task - Daily check email and follow up	12:00:00			<b>Marketing:</b> Sending marketing messages and subsequently following up and responding to incoming messages.
Task - Daily 1 hours	5:00:00		75 Lead	<b>Lead Generation:</b> Generating leads for recruitment projects
Task - Daily 1 hours	5:00:00		75 Lead	<b>Lead Generation:</b> After we allocate you a specific sector and target country, your subsequent task will involve initiating the process of identifying and connecting with leads, followed by adding them to the CRM for marketing purposes.
Task - daily 1 hours	5:00:00		37 Lead	<b>Lead Generation:</b> Partner Lead generation
Task	0:30:00		ADDs	Publish an advertisement for 7dayschic or Ondelights on LinkedIn
Meeting	1:15:00			<b>Performance Report:</b> In this meeting, you'll not only share your accomplishments in meeting milestone goals with the entire team but also present your suggestions and plans for achieving any tasks that have not yet been reached.
<b>Milestone 6</b>	<b>44:45:00</b>	<b>280:30:00</b>	<b>1124</b>	
Task - Daily check email and follow up	12:00:00			<b>Marketing:</b> Sending marketing messages and subsequently following up and responding to incoming messages.
Task - Daily 1 hours	5:00:00		75 Lead	<b>Lead Generation:</b> Generating leads for recruitment projects
Task - Daily 1 hours	5:00:00		75 Lead	<b>Lead Generation:</b> After we allocate you a specific sector and target country, your subsequent task will involve initiating the process of identifying and connecting with leads, followed by adding them to the CRM for marketing purposes.
Task - daily 1 hours	5:00:00		37 Lead	<b>Lead Generation:</b> Partner Lead generation
Learning	1:00:00			Email Marketing concept and how to measure the conversion
Task	3:00:00		1 Newsletter	Newsletter marketing and measure the conversion
Task	0:30:00		ADDs	Publish an advertisement for 7dayschic or Ondelights on LinkedIn
Task	12:00:00		120 Action	<b>Back Link Generation:</b> Publish the crafted article and company details on the specified directory to enhance online visibility, thereby boosting lead generation efforts.
Meeting	1:15:00			<b>Performance Report:</b> In this meeting, you'll not only share your accomplishments in meeting milestone goals with the entire team but also present your suggestions and plans for achieving any tasks that have not yet been reached.
<b>Milestone 7</b>	<b>57:45:00</b>	<b>338:15:00</b>	<b>1446</b>	
Task	10:00:00		1 Article	Write third Article and content for the website and Social Media and video presentations
Task	8:00:00		1 Video	Create the third video presentation
Task - Daily check email and follow up	12:00:00			<b>Marketing:</b> Sending marketing messages and subsequently following up and responding to incoming messages.
Task - Daily 2 hours	5:00:00		75 Lead	<b>Lead Generation:</b> Generating leads for recruitment projects
Task - Daily 2 hours	10:00:00		150 Lead	<b>Lead Generation:</b> After we allocate you a specific sector and target country, your subsequent task will involve initiating the process of identifying and connecting with leads, followed by adding them to the CRM for marketing purposes.
Task - daily 1 hours	5:00:00		37 Lead	<b>Lead Generation:</b> Partner Lead generation
Learning	1:00:00			How to generate Investor database
Task daily 1 hours	5:00:00		60 Lead	<b>Lead Generation:</b> Generate investment lead database
Task	0:30:00		ADDs	Publish an advertisement for 7dayschic or Ondelights on LinkedIn
Meeting	1:15:00			<b>Performance Report:</b> In this meeting, you'll not only share your accomplishments in meeting milestone goals with the entire team but also present your suggestions and plans for achieving any tasks that have not yet been reached.
<b>Milestone 8</b>	<b>23:45:00</b>	<b>362:00:00</b>		
Task	0:30:00		ADDs	Publish an advertisement for 7dayschic or Ondelights on LinkedIn
Task - Daily check email and follow up	14:00:00			<b>Marketing:</b> Sending marketing messages and subsequently following up and responding to incoming messages.
Task	8:00:00		120 Action	<b>Back Link Generation:</b> Publish the crafted article and company details on the specified directory to enhance online visibility, thereby boosting lead generation efforts.
Meeting	1:15:00			<b>Performance Report:</b> In this meeting, you'll not only share your accomplishments in meeting milestone goals with the entire team but also present your suggestions and plans for achieving any tasks that have not yet been reached.
<b>Milestone 9</b>	<b>141:00:00</b>	<b>503:00:00</b>		<b>This milestone happens when you find a client</b>
Learning	20:00:00			Learning about how to present clients in the meeting
Task	20:00:00			Prepare the presentation content
Task	1:00:00			Doing a test presentation
Learning	50:00:00			Prepare project proposals (With your first client)
Learning	20:00:00			Estimate project costs (With your first client)
Learning	30:00:00			Draft contracts (With your first client)
<b>Result Expected</b>	<b>Target</b>	<b>Conversion Rate</b>		
Marketing Plan	successful			
Total generated lead	1446			
Total Article	3			
Total Video Presentation	3			
Total back link site	120			
Total back link creation	180			
Social media activity	successful			
Working with Odoo CRM	successful			
Working with Odoo Task	successful			
Working with Odoo Calendar	successful			
Email Marketting	successful			
Number of leads converted to the meeting	101	7%		
Number of leads converted to the proposal	30	30%		
Number of leads converted to the contract	5	15%		
Total generated revenue best case	\$75,000	15,000		
Total generated revenue minimum case	\$15,000	3,000		