



**EXPOCITY**  
ALBANIA

**EXPO** **2023** **SKILLS**   
**CAREERS & JOBS**  
**FESTIVAL**

First Edition, December 13-15 2023

## WHY A "JOBS, SKILLS AND CAREERS FESTIVAL EXPO 2023"?

Jobs, Skills and Careers Festival Expo 2023, will take place during 3 days, from 13 to 15 December 2023, in the premises of Expocity Albania, as a celebration and contribution dedicated to skills, careers and employment in Albania.

Through this first edition of this fair will be a three-day festival organized by Expocity Albania and Albanian Skills, which aims to collect, share and transmit the necessary information for all participants and visitors, who are interested in improving and diversifying their careers. This diverse activities dedicated to people of different age groups will increasing their skills and individual capacities, as well as developing the professional, academic and personal competencies of the employees of their company/business. Also, all job seekers and companies that are short of staff, will find everything they need: the much-desired profession, a secure and well-paid job, as well as qualified and professional employees from all fields! The 8th edition of the National Competitions for talented young people of ages ranging from 16 to 25 in the fields of Technology and Information, Hospitality and Tourism, Economy and Entrepreneurship, Beauty and Healthcare will put companies and businesses participating in the festival in direct contact with potential skilled workforce candidates that they are seeking.

Jobseekers of different age groups and professions will meet with representatives of the largest companies in the country, but also beyond (abroad). They will also learn about the latest offers in the labor market, with the skills that must be mastered to win and excel in a job position.

### EXHIBITORS

- Businesses
- Organizations
- Institutions
- Universities
- Professional schools
- Financial institutions
- Employment agencies and portals

They will be oriented on the profiles that their careers can take, and they will get to know the skills (soft skills & hard skills) that must be acquired in order to adapt and integrate as best and as quickly as possible with the dynamic labor market. Employers who want to recruit new employees will find talented students and job seekers, professionals (with and without experience) who are willing to become part of the staff in their company/business.

Job seekers will have the opportunity to conduct quick interviews in order to achieve the final goal, getting hired in a fairly short time (by the participating companies that will be present during the fair).

During these 3 days, the participating companies and all individuals who are interested in qualifying or requalifying, in order to adapt to the fast demands of the local and international labor market, will have the opportunity to receive services such as:

- ◆ Counseling and career guidance
- ◆ Professional training packages in skill and reskill
- ◆ Seminars
- ◆ Workshops
- ◆ Conferences

### VISITORS

- Students and recent graduates who are looking for a job.
- Students who are looking for the company/institution where they want to pursue their internship.
- Job seekers and employees who want to improve soft & hard skills to grow professionally.
- New or consolidated businesses that are looking for new talents.
- Middle-aged individuals who are looking for a job, or want to change their job position.
- Parents who are interested in career counseling for their children.
- All other interested parties not mentioned above.

# WHY YOU SHOULD NOT MISS THIS FESTIVAL?

This festival will highlight that investing in the right skills is the key to economic growth and through upskilling and reskilling, the doors of opportunities for education, training and professional development can be wide open, leading to more secure employment, because having a workforce with professional skills and expertise, contributes to the country's sustainable growth, leading to more innovation and improved competition between companies.

**You should not miss this festival because you will be able to find:**

- ◆ Latest jobs offers.
- ◆ You will connect with the biggest companies/institutions in the country.
- ◆ Professional training by outstanding trainers with national and international experience, in the most demanded areas of the labor market.
- ◆ You will expand your contact network.
- ◆ Guidance on career and professional future.
- ◆ Success stories of well-known national and international professionals from whom you can get advice on how to build a bright future.



## JOB SEEKERS

- q Guide & diversify your search for career, training and employment.
- q Discover new employment opportunities.
- q Get the opportunity to meet with public, private and international recruiters.
- q Think of lifelong learning as the only way to adapt and upskill in an ever-changing job market.
- q Be motivated and informed by professional trainers.



## EMPLOYERS

- Discover new talents for your company or institution.
- Get advice on the recruitment process.
- Reduce recruitment costs.
- Conduct quick interviews to speed up the recruitment process.
- Expand your network of contacts and increase the visibility of your company.

## TRAINING ZONE: SKILLING AND RESKILLING ZONE

Dedicated to all ages: pupils, young people, all individuals who are interested in qualification training, improvement of personal and professional skills (soft & hard skills), which will serve and prepare them to be empowered in the dynamic labor market. Some of the most requested trainings you will find at this festival are:

- Digital marketing
- Human resources training and development
- Marketing, sales and digital communication strategies
- Leadership and entrepreneurship
- Web Developer, etc.

\*Professional trainings will be accompanied by certificates of participation.

## EDUCATION ZONE

Dedicated to all ages: pupils, young people, adults, middle-aged adults as well as the third age, who are eager for knowledge, information and lifelong learning. During the three days, they can benefit from career counseling and orientation sessions, conferences, forums, competitions, etc.

## B2B ZONE

The area dedicated to quick meetings and interviews between employers and employees, as well as other diverse activities related to training, employment, career and lifelong learning.

## SUCCESS ZONE

In this zone, well-known personalities from the world of business, technology, academics, etc. will share their success stories of the journey and professional growth in Albania and abroad.

## EMPLOYMENT

*Come to Expo and choose your future, the job that suits you better!*

Labor markets are complex systems in which labor is demanded or supplied. In order for these to interact properly, there is a need for assistance from various mechanisms that provide employment services. This is why the work festivals serve as an important tool in this direction, since the Albanian labor market is facing difficulties in finding employees, and on the other hand, job seekers do not find the job they want.



## CAREER

*Find the key to open career doors and don't leave your future without a vision!*

The pupils of secondary and higher education are facing difficulty in choosing the right direction that is compatible with the dynamic labor market. Recent graduates and employees who want to change and diversify their careers are in a dilemma about which choice they should go for, in adaptation to the digital transformation, global developments and rapid technological, economic, political and social changes and the impact they have in the labor market.

For this reason, throughout the three days of the fair, the career counseling service will be offered, which will focus on helping, orienting, and guiding all individuals interested in career development opportunities and making realistic decisions for the future.

### Who can participate?

- 1 Parents
- 2 Pupils
- 3 Students
- 4 Employees
- 5 Job seekers
- 6 All others concerned

# PROFESSIONAL ALBANIAN SKILLS COMPETITION

The National Association for Skills Competition is an innovative platform for the promotion and development of skills. Since 2015, seven editions of the skills competition have brought together hundreds of young competitors and professional judges from the private sector, who come together to develop and promote professional skills. Competitors are talented young people aged 16-25 from all geographical areas of the country, whether students, employed or unemployed people, who apply to participate in national skills competitions every year.

The purpose of the Albanian National Skills Competition is to promote skills and therefore, to improve the recognition and status of education and professional training in Albanian society.

The mission of these competitions is representation in the international arena, taking the participants to European and world organizations of professional competitions such as EuroSkills and WorldSkills. Albanian Skills had the pleasure of sending two teams to EuroSkills for the final edition, in the category of Entrepreneurship/Business Development Contest. In this category, Albania was included as a guest country along with Thailand and the United Arab Emirates.

## EIGHTH EDITION OF NATIONAL ALBANIAN SKILLS COMPETITION

On December 13-15, 2023, the 8th Edition of the National Skills Competition for Young People in Albania, this time will come with a completely new format organized for the first time in Albania, within the framework of the European Year of Skills, through the Skills, Career and Work Festival 2023.

This event will bring together all actors who work and contribute to the training of the workforce in Albania, helping to develop their careers and employment, and also involving children and adults.

Every adult or senior individual, institution, business and company will have many reasons to attend, visit and benefit from the variety of activities, such as professional skills competitions, interviews and quick hires, training human resources, career education, professional forums and qualifications, conferences and networking, etc.

### The competition categories will be:




1. Entrepreneurship and Business Development Contest
2. Hotel and Restaurant Service Contest
3. Graphic Design Contest
4. Photography Contest
5. Software Development Contest
6. Web Development Contest
7. Digital Marketing Contest
8. Hairdresser & Barber Contest

# GENERAL CONDITIONS FOR ALL CONTESTS:

- 1 You must be between the ages of 16 and 25 (on the date of the competition).
- 2 You must meet the specific requirements of the relevant competition (see below).
- 3 Multiple applications for different competitions are not possible, because all competitions take place on the same day. In case of multiple applications, we consider valid only the application submitted first.
- 4 Competitors will be selected by the jury of the respective competition. The selection criteria are your experience in the relevant field of the competition, the motivation expressed in the application form and a balanced gender mix of participants, from different regions of Albania, as well as from different companies and schools.
- 5 Applications of participants from previous years are welcome. However, in the case of a large number of suitable new applications, priority is given to those who have never participated in Albanian Skills.
- 6 Application and participation is free of charge.

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For updates, you can follow Albanian Skills  
on the social networks below:

 [albanianskills@gmail.com](mailto:albanianskills@gmail.com)  
 [www.albanianskills.org](http://www.albanianskills.org)  
 [facebook.com/albanianskills](https://facebook.com/albanianskills)

 [instagram.com/albanianskills](https://instagram.com/albanianskills)  
 [linkedin.com/albanianskills](https://linkedin.com/albanianskills)

# PRICE LIST

## PARTNER PACKAGE

	SILVER PARTNER	GOLD PARTNER	PLATINUM PARTNER	THE PACKAGE INC
	€ 5,000	€ 7,000	€ 10,000	PACKAGE PRICE
	35 m <sup>2</sup>	50m <sup>2</sup>	70 m <sup>2</sup>	Premium Exhibitor Space
				Company Name on the Stand's Frontal Panel
	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Stand (2 tables, 4 chairs, lighting, power supply and Wi-fi connection)
	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Company Presentation during the Forum/Conference
	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Company Logo on banner of event in Expository website
	1 page	2 pages	2 pages	Company Logo on Catalogue's cover page
	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Company Logo in personalized invitations
	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Exclusive Space for B2B meetings
		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Promotional Banners for social networks
			<input checked="" type="checkbox"/>	Presentations as "Main Sponsor" in advertisement campaign
			<input checked="" type="checkbox"/>	Company brochures inside the conference / workshop folders
			<input checked="" type="checkbox"/>	Company Logo in the event's promotional spot
			<input checked="" type="checkbox"/>	Company Banner on Expository Facade (dimensions 5.43x1.6)
			<input checked="" type="checkbox"/>	Description of the Company on Event Media Articles

## STABDART STAND

Company's printed name  
 MDF Panels, 2.5 m high  
 Mono use Carpet  
 1 Table with 2 Chairs  
 Electric Power & lighting  
 Wi-Fi network

**PRICE: 96 €/m<sup>2</sup> (VAT EXCLUDED)**





# EXPOCITY 2023 SKILLS CAREERS & JOBS FESTIVAL

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Expocity Albania is an international exhibition and conference center. The company organizes and conducts various trade fairs, exhibitions, guest events, and special events in local and international markets. In addition, Expocity's expertise and infrastructure are used for other congress, seminar and conference events. The exhibition centre – with its 5000 m<sup>2</sup> of indoor exhibition space, 7000 m<sup>2</sup> of outdoor space, and 800 parking spots – is the largest facility of its kind in Tirana. It is close to the centre of the capital and nearby international airport and has an excellent strategic location in the region, close to international transport networks between East and West. Expocity Albania offers those taking part in trade fairs and conferences the best possible platform for successful communication in the region. We bring together supply and demand and enable dialogue, while giving businesses an opportunity to promote themselves in the region.



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