B. Braun Introduction
B. Braun At A Glance

B. Braun Taiwan has been serving the local market since 1989 as a wholly owned subsidiary of B. Braun Melsungen AG with its headquarters in Germany.

For more than 179 years, B. Braun has been a family owned company, focusing on the needs and experiences of its customers as the guiding principle in its business activities. Until today, B. Braun has been continuously supplying the global healthcare market with products for anesthesia, intensive medicine, cardiology, extra corporeal blood treatment and surgery, as well as services for hospitals, general practitioners and the homecare sector.

Through dialogue with those who are using B. Braun’s products on a daily basis, the company is continually gaining new knowledge which it incorporates into product development. In this way, the company contributes with innovative products and services towards optimizing working procedures in hospitals and medical practices all over the world and improving safety – for patients, doctors and nursing staff.

At B. Braun in all divisions, we share knowledge and know-how. We share ideas and insights. We share improvements and advancements. At B. Braun, we share expertise.

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2019 B. Braun Internship Program
Sales & Marketing

What’s Involved
Our internship Program is 7-Month based and aims to give you a board overview as to how our business fits together. This internship will provide opportunity to strengthen your skills, build a foundational knowledge in medical device industry and gain valuable experience in a multi-culture working environment (We have German, Malaysian, Korean and Taiwanese here in Taipei Office). Thought our the internship, the incumbent will work on project base and experience hands-on tasks and support.

Responsibility
Sales & marketing
■ Understands Medical Devices & Pharmaceuticals products, services and dynamic Taiwan’s healthcare market.
■ Prepares Sales and Marketing materials per request from senior team members
■ Involves conference/symposium/workshop preparation and participates events with Corporate Affairs
■ Joins Field visit with the professional sales team
■ Maintains records of sales volume, revenues, and advertising costs and analyze them against forecasts
■ Collects, compiles, verifies, and analyzes data on product performance and customer feedback
■ Assists more senior staff to implement a marketing and sales strategy
■ Collects, compiles, verifies, and analyzes data on market trends, consumer behavior, and competitor activity

Qualifications & Requirements
■ Computer proficiency including Microsoft office Suite of products – Excel, work, PowerPoint, Publisher or other editing software, and Microsoft Outlook for email, calendar, contacts, scheduling and task management required.
■ Love to explore and apply new application programs to assigned projects.

Personality & Skills
■ Demonstrated strong innovation ideas, negotiation skills and detailed-mind, organizational, people-oriented personality
■ Strong communication and coordination skills, capable to work under pressure and meet tight deadlines
■ Flexible to adapt and work under difficult circumstances
■ Ability to work independently and in a collaborative team environment
■ Flexible, adaptable, can operate with ambiguity
■ Possess strong verbal and written communication skills, including presentation skills
■ Possess cross cultural awareness and high emotional intelligence
■ Be self-motivated and have a strong work ethic and sense of confidentiality

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2019 B. Braun Internship Program
Customer Service & Supply Chain Management

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Responsibility
Customer Service
- Customer database creation and management
- Answer & provide solutions to customer telephone inquiries, needs, complaints, etc.
- Maintains detailed and current knowledge of the company’s product and service
- Analyzes customer service needs for communication to service and technical departments
- Supports documentation and filing of important sales related documents

Supply Chain Management
- Supports demand planning and inventory management to control inventory at the optimum level.
- Understands regional initiatives and projects and as for the local supply chain operation
- Involves in logistic transaction, inbound and outbound movement of goods

Qualifications & Requirements
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