

## **Work Experience Job Profiles 2018**

### **Finance:**

We are looking for a candidate to support our central functions such as central commercial and data management by: assisting with the generation & analysis of reports; monitoring general ledger balances; assisting with pricing initiatives, data validation and mapping.

Excellent attention to detail and a good grasp of mathematics are obligatory; no experience in finance is necessary.

[http://www.siemens.co.uk/careers/en/working\\_at\\_siemens/career-paths.htm](http://www.siemens.co.uk/careers/en/working_at_siemens/career-paths.htm)

### **Sales:**

Day to day duties would be would consist of the following:

- Training on a wide range of Siemens product
- Produce basic quotations for our customers
- Produce a case study: *where our products are used*
- Gain familiarity with the demo room and present this to your peers
- Continuous improvement project from our Gemba board – working with data from Philos
- Shadow Internal Sales Engineer

### **Automation and Engineering Department:**

We are looking for an individual with a strong interest in Automation technology and problem solving, to take a role in our Automation and Engineering Department.

You will be taking part in various functions of the department from graphics generation, systems engineering, software testing and specialised PC Configuration.

A background in Science, Technology and Mathematics subjects would be desirable.

<https://wiki.siemens.com/display/en/SIMATIC+PCS+7+Rough+Guide>

<http://w3.siemens.com/mcms/automation/en/process-control-system/Pages/Default.aspx>

### **Large Drives Department:**

As part of our Large Drives placement you will be working with the Project Electrical Engineering team, where you will have the opportunity to develop a familiarity with the industries terminology and gain an appreciation of the systematic design stages of engineering projects within this scope. There will be exposure to CAD engineering and selection tools with a few basic electrical

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calculations. This will prepare you to undertake a selection of electrical circuit exercises utilising several of these engineering tools, allowing you to demonstrate the knowledge gained whilst in the department.

The ideal individual would be somebody who is considering a career in an engineering discipline and has a reasonable appreciation of either Design, IT, Mathematics or Physics.

<https://www.industry.siemens.com/drives/global/en/Pages/drive-technology.aspx>

<http://www.industry.siemens.com/drives/global1/en/large-drives/ld-products/pages/ld-products.aspx>

### **Technical Support:**

Working as part of our Customer Service Technical Support Team you will be assisting with our helpdesk, ensuring business continuity with our customers. There will be the chance to learn how our products work and the process of how our electrical engineers can fix technical faults for our customers.

Requires excellent problem-solving skills and to be taking Mathematics and Physics GCSE minimum.

### **Product Marketing Role:**

You will be based in the Factory Automation & Control Products department providing support to the Product Management team. The key areas of focus will be helping with the marketing strategy and supporting collateral; looking at the customer base and the Siemens portfolio; developing innovative marketing material; and making use of modern marketing resources to increase customer awareness of Siemens products in FA & CP.

### **Core skills:**

- A basic understanding of strategic marketing techniques and tools
- Excellent communication and interpersonal skills
- Adaptability and flexibility
- Team player

### **Knowledge:**

- A basic knowledge of Siemens Factory Automation & Control Products, solutions and services is preferred.
- PC literacy essential: Various Windows OS, MS Office. Other software packages are used for business purposes and training will be provided as appropriate.

### **Motion Control:**

If you like technical challenges, have flair and creativity or fancy a sales role into the future, then this is an exciting opportunity to work within a diverse product business that delivers drive train solutions to the market. The successful candidate will gain exposure to key parts of the business by supporting the:

1. Product Management function, supporting on product updates, new product launches and investigating new markets.
2. Applications Team, understanding the products and applying technical knowledge to develop solutions for our customers (Hands on with the product).
3. Sales & Marketing team, by evaluating our go-to market approach and supporting messaging to increase our sales effectiveness.

### **Partner Management:**

You will be based in the Partner management department providing support to the team. The key areas of focus will be to support the team responsible for the governance and processes which are in place to manage our partner network. You will liaise with different Siemens business units to manage processes such as the special pricing agreements. Our partner network includes specially certified and qualified Solution Partners and Approved Partners. You may get the opportunity to visit some of our partners throughout the week and/or attend partner management meetings.

Core skills:

- Excellent communication and interpersonal skills
- Adaptability and flexibility
- Team player

### **Cloud Application Services**

Successful candidates applying for this role will find themselves working in one of the most diverse areas of Siemens DF & PD and will gain a great breadth of knowledge across the department. The division focuses on Siemens cloud based open IOT operating platform, MindSphere and harnessing the potential of cloud-based technology. The CAS team add value to customers through MindSphere for industries to become more flexible, efficient and profitable.

The key areas of focus will be to assist a range of customers on their digital journey through various means, this could be getting involved in projects through assisting in creating apps for industry, providing support for hardware or analysing data to best serve a customer's needs.

Core skills in Maths, Science and Technology are essential and an interest in coding is preferable.

Visit the MindSphere website <https://siemens.mindsphere.io/en> for more information.