

智造新可能
2018西门子校园招聘2018 SIEMENS
Campus Recruitment

广州西门子变压器有限公司校园招聘全面启动！

广州西门子变压器有限公司（SIEMENS Transformer (Guangzhou) Co., Ltd.）是一家大型中德合资企业，是全球技术领先的变压器制造厂商之一。公司总资产超过10亿元人民币，是广东省装备制造业重点培育企业之一，连续多年获得“中国电气工业100强”荣誉称号。公司成立于1998年，自成立以来致力于为电力系统和工业用户提供各类高端优质的变压器产品及相关服务。

- ❖ 我们需要做人踏实、做事扎实，吃苦耐劳的优秀的员工，唯有优秀，我们才能共同创造更美好的明天！
- ❖ 我们不注重您的相貌、家庭背景和曾经过去的经历，但我们需要有上进心、责任心、善良的您。
- ❖ 这是一份充满挑战性的工作，不但需要具有较强的独立工作能力和团队合作能力，还需要您具备“勇担责任、追求卓越、矢志创新”的价值观，您想接受挑战吗？
- ❖ 付出了不一定100%会得到回报，但收获到了，一定是付出努力的结果。

欢迎有兴趣同学与我们联系，联系方式如下：

广州西门子变压器有限公司

地址：广州市经济技术开发区东区骏功路26号

联系人：吕慧 联系电话：020-37182744

邮箱：etgzrecruitment.cn@siemens.com

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What is the opening? 招聘岗位

Job Title 招聘岗位	Opening 招聘人数	Major Preferred 专业	Requirement 要求	Working Location 工作地点
Siemens Commercial Trainee Program 西门子商务培训生	1	Finance, Economics, Accounting 财务，金融，会计	Bachelor or above, Good command of English 学士或以上学历，英语良好	Guangzhou 广州

What are my responsibilities? 工作职责

- ❖ Attend and successfully complete the entire SCTP year program, including the various theoretical training sessions and practical job rotation assignments both in HQ and factories.参与并成功完成为期一年的商务培训生项目，包括理论培训、轮岗实践(如在集团总部和下属工厂)。
- ❖ Report progress throughout the duration of the program proactively to the SCTP program manager and their coach/hiring manager.积极主动地向项目经理和导师，经理汇报进展，并在项目结束后掌握西门子组织架构，业务和商务领域的相关知识。
- ❖ After completing the program, the trainee should have a fundamental understanding of the Siemens organization, business and commercial function. The trainee should master sound theoretical knowledge as well as practical experience in the most important commercial areas, e.g. pricing/costing, order processing, cost allocation & billing, product development, material logistics, production and production control, accounting, reporting, financial statement, risk management. 在培训结束后能够在重要的商务领域具备扎实理论知识，和熟练实际操作技能，例如：价格管理，成本控制，订单管理，成本核算和结算，产品开发，物料管理，生产管理控制，会计，报表结算，财务报表等。

What do I need to qualify for this job? 岗位要求

- ❖ 2017 Graduates, Bachelors or Masters in Economics and Management related field (Finance, Economics, Accounting, etc.) 2017届经济与管理相关领域（财务，金融，会计）的学士或硕士学位；
- ❖ Fluent in verbal and written English 熟练的英语口语和书面英语；
- ❖ Good team work attitude 良好的团队合作精神；
- ❖ Good communication skills 良好的沟通能力；
- ❖ Highly detail oriented 高度注重细节；
- ❖ Sensitivity to financial figures 对财务数据具有高度的敏感性；
- ❖ Excellent academic performance 优秀的学业成绩；
- ❖ Written recommendation from university professor (optional) 能够提供教授推荐信(可选)；
- ❖ Flexibility for working unit after program 接受在西门子公司内部的不同机构工作；

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Job Title 招聘岗位	Opening 招聘人数	Major Preferred 专业	Requirement 要求	Working Location 工作地点
Jr. R&D Engineer 变压器助理研发工程师	1	High voltage, Electrical Engineering and Automation, Electrical-mechanic 电气工程及其自动化（高压方向）/ 机电一体化/机械工程	Bachelor or above, Good command of English 学士或以上学历，英语优秀	Guangzhou 广州
Jr. Design Engineer (Electrical/Mechanical Design) 变压器助理设计工程师 (电磁设计/结构设计)	4	High voltage, Electrical Engineering and Automation, Electrical-mechanic, Mechanical, Engineering, 电气工程及其自动化（高压方向）/ 机电一体化/机械工程	Bachelor or above, Acceptable English 学士或以上学历，英语良好	Guangzhou 广州

What are my responsibilities? 工作职责

- ❖ Performance of basic and detailed design construction of transformers in accordance with the design rules of Technology Transfer Agreement 根据技术转让协议的设计原则, 进行变压器的基本结构设计和具体结构设计；
- ❖ Modification of standard transformer designs according to additional customer requirements 按技术规范和合同要求进行产品设计,根据客户的特殊要求修改标准变压器的设计；
- ❖ Design review following the results of electrical quality tests during production and final tests on the complete transformer in test field 根据生产过程中的质量检验以及整台变压器的最终试验结果，进行设计评审；
- ❖ Assistance in analyzing and giving advice to workshop in case of manufacturing problems 对生产过程中出现的问题协助予以分析、提出建议；
- ❖ Monitoring the overall design of his project in order to keep design schedule and ensure quality 对所负责的项目产品设计全过程进行监督，确保按时按质完成设计；
- ❖ Preparation of offers, incl. calculation, cost, drawing, data...产品投标。投标工作包括：电磁计算, 成本计算, 图纸, 技术参数等。

What do I need to qualify for this job? 岗位要求

- ❖ Bachelor degree or above with major in electrical engineering, automation or electrical-mechanic; 本科及以上学历，电气工程、自动化、机电一体化等相关专业；
- ❖ Good in oral and written English; 英语读写流利；
- ❖ Good sense of responsibility and customer service; 高度的责任心和客户服务意识；
- ❖ Good interpersonal skills and effective communication skill; 良好的人际交往能力和沟通能力；

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Jr. R&D Engineer (Design/ Software) 变压器助理研发工程师 (设计方向/软件方向)	2	Electrical Engineering and Automation(High voltage), Mechatronics, Mechanical Engineering, Software Engineering 电气工程及其自动化（高压方向）/机电一体化 / 机械工程/软件工程	Bachelor or above, Good command of English 学士或以上学历，英语优秀	Guangzhou 广州
Jr. Design Engineer (Electrical/Mechanical Design) 变压器助理设计工程师	1	Electrical Engineering and Automation(High voltage), Mechatronics, Mechanical Engineering 电气工程及其自动化（高压方向）/ 机电一体化/ 机械工程	Bachelor or above, Acceptable English 学士或以上学历，英语良好	Guangzhou 广州

What are my responsibilities? 工作职责

- ❖ Performance of basic and detailed design construction of distribution transformers in accordance with the design rules of Technology Transfer Agreement 根据技术转让协议的设计原则, 进行配变的基本结构设计和具体结构设计；
- ❖ Modification of standard distribution transformer designs according to additional customer requirements 按技术规范和合同要求进行产品设计,根据客户的特殊要求修改标准配电变压器的设计；
- ❖ Design review following the results of electrical quality tests during production and final tests on the complete transformer in test field根据生产过程中的质量检验以及整台变压器的最终试验结果，进行设计评审；
- ❖ Assistance in analyzing and giving advice to workshop in case of manufacturing problems 对生产过程中出现的问题协助予以分析、提出建议；
- ❖ Monitoring the overall design of his project in order to keep design schedule and ensure quality 对所负责的项目产品设计全过程进行监督，确保按时按质完成设计。

What do I need to qualify for this job? 岗位要求

- ❖ Bachelor degree or above with major in electrical engineering, automation or electrical-mechanic; 本科及以上学历，电气工程、自动化、机电一体化等相关专业；
- ❖ Good in oral and written English; 英语读写流利；
- ❖ Good sense of responsibility and customer service; 高度的责任心和客户服务意识；
- ❖ Good interpersonal skills and effective communication skill; 良好的人际交往能力和沟通能力。

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What is the opening? 招聘岗位

Job Title 招聘岗位	Opening 招聘人数	Major Preferred 专业	Requirement 要求	Working Location 工作地点
Jr. Export Sales Engineer 变压器助理出口销售工程师	1	Electrical Engineering and Automation, Electrical-mechanic, Mechanical Engineering 电气工程及其自动化/机电一体化/机械工程	Bachelor or above, Acceptable English 学士或以上学历，英语良好	Guangzhou 广州

What are my responsibilities? 工作职责

- ❖ Conduct sales initiatives, like explore export customers, negotiate sales with existing and new customers and who are of strategic importance to the organization etc. and drive export business by utilizing regional sales forces.
与现有的以及潜在的新兴客户协商销售工作, 我们的目标客户来自于国外。这些客户对于公司有战略性的意义，我们以区域性销售的方式推动我们的出口业务。
- ❖ Contribute to the development of sales, marketing, customer retention, promotion, pricing and distribution strategies for area of responsibility.
工作内容主要涵盖销售，宣传，在项目过程中，与客户跟进项目进程，协商价格。我们以地区的形式来划分部门中每个人员的工作范围。
- ❖ Working on offers and ensure highly professional international customer handling, e.g. response time, complaint management, on time delivery, etc.
制作适合的产品报价并保证专业的国际用户愿意接受我们的报价。对于客户提出的疑问，投诉及时反映，保证产品准时准确运达。
- ❖ Plan, direct and monitor the activities of for EPC sales to achieve business targets; Leverage all levels of resources to deliver customer expectation and make Siemens Transformer Guangzhou as customers first choice for EPCs and customers worldwide.
计划并跟进EPC销售以达到我们的业务目标；利用所拥有的资源达成客户所需，让STGZ成为全球客户的首选。

What do I need to qualify for this job? 岗位要求

- ❖ Ability to work independently, completely and carefully; 能独立、全面、细致工作；
- ❖ Have experience and ability to analyze and solve problems; 具有分析、解决问题的能力；
- ❖ Good sense of responsibility and customer service; 高度的责任心和客户服务意识；
- ❖ Good interpersonal skills, effective communication skill and logic thinking; 良好的人际交往能力、沟通能力和逻辑表达能力；
- ❖ Proficiency on PC and software tools (e.g. MSword, Excel, AutoCAD, ...) 个人计算机及软件工具操作能力
- ❖ Has the attention of employee healthy and security. 具有职业健康安全意识。

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Job Title 招聘岗位	Opening 招聘人数	Major Preferred 专业	Requirement 要求	Working Location 工作地点
Jr. Technical Support Engineer 变压器助理技术支持工程师	1	Electrical Engineering and Automation, Electrical-mechanic, Mechanical Engineering 电气工程及其自动化/机电一体化/机械工程	Bachelor or above, Good command of English 学士或以上学历，英语优秀	Guangzhou 广州

What are my responsibilities? 工作职责

- ❖ Completes broad scope of technical tasks including Transformer installation/commissioning, maintenance and evaluation of customers' equipment and systems among others; 完成变压器安装/调试、维护和评估客户的设备和系统等任务；
- ❖ Responsible for on-site installation instructions and accident analysis with team, timely report to the progress to supervisor; 负责产品的现场安装指导与现场事故分析处理，及时向上级经理汇报处理进度；
- ❖ Supports customer remotely and onsite, and provides support in case of arising issues; 接受客户的咨询，了解现场情况，并予以解答；
- ❖ Conduct/Support in-house and on-site technical training to customer and staff; 协助组织客户/内部员工技术培训；
- ❖ Support the maintenance and improvement of tools, equipment, processes, and data repositories; 协助维护和改进内部工具、设备、流程和数据库；
- ❖ Follow QS processes and regulations, e.g. ISO9001 and ISO18000. 遵循并执行质量体系要求（ISO9001和18000等）。

What do I need to qualify for this job? 岗位要求

- ❖ Bachelor degree or above with major in electrical engineering, automation or electrical-mechanic; 本科及以上学历，电气工程、自动化、机电一体化等相关专业；
- ❖ Experience in technical support or customer services will be a bonus; 从事过技术支持或者客户服务者优先考虑；
- ❖ Good in oral and written English; 英语读写流利；
- ❖ Good sense of responsibility and customer service; 高度的责任心和客户服务意识；
- ❖ Good interpersonal skills and effective communication skill; 良好的人际交往能力和沟通能力；
- ❖ Able to work under pressure and travel frequently to support field projects at home and abroad. 抗压能力较高，且能适应频繁的国内外出差任务。

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Job Title 招聘岗位	Opening 招聘人数	Major Preferred 专业	Requirement 要求	Working Location 工作地点
Jr. Test Engineer 变压器助理试验工程师	1	Electrical Engineering and Automation, Electrical-mechanic, High voltage 电气工程及其自动化/机电一体化/高压	Bachelor or above, Acceptable English 学士或以上学历，英语良好	Guangzhou 广州

What are my responsibilities? 工作职责

- ❖ Prepares test scheme based on technical service contract; 根据技术服务合同制定试验方案；
- ❖ Plans and completes unit related transformer test according to <Master Plan>, including high voltage test and low voltage test; 根据生产主计划，制定并完成包括高压测试、低压测试在内的变压器试验任务；
- ❖ Prepares transformer test related analyses, concepts, methods and tools, and draw up test report; 完成试验分析并撰写试验报告；
- ❖ Maintains and updates test equipments; 维护和更新试验设备；
- ❖ Implements or administers testing guidelines and EHS standards; 制定工作指导书及安全规定；
- ❖ Supports customer remotely and onsite, and provides support in case of arising issues. 接受客户的咨询，了解现场情况，并予以解答/修复。

What do I need to qualify for this job? 岗位要求

- ❖ Ability to work independently, completely and carefully; 能独立、全面、细致工作；
- ❖ Good sense of responsibility and customer service; 高度的责任心和客户服务意识；
- ❖ Good interpersonal skills, effective communication skill and logic thinking; 良好的人际交往能力、沟通能力和逻辑表达能力；
- ❖ Proficiency on PC and software tools (e.g. MS word, Excel, AutoCAD, ...) 个人计算机及软件工具操作能力(如MSword, Excel, AutoCAD, ...) ；
- ❖ Has the attention of employee healthy and security. 具有职业健康安全意识。

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Job Title 招聘岗位	Opening 招聘人数	Major Preferred 专业	Requirement 要求	Working Location 工作地点
Jr. Production Engineer 变压器助理生产管理工程师	1	Electrical Engineering and Automation, Electrical-mechanic, Mechanical Engineering 电气工程及其自动化/机电一体化/机械工程	Bachelor or above, Acceptable English 学士或以上学历，英语良好	Guangzhou 广州

What are my responsibilities? 工作职责

- ❖ Proactively support the training program to be familiar with company process and procedure; 通过培训项目熟悉公司业务流程;
- ❖ Understanding transformer knowledge and proactively take part in the workshop practice; 通过车间实习掌握基础变压器知识;
- ❖ Workshop production capacity assessment and analysis; 车间生产能力评估和分析;
- ❖ Workshop layout design and optimization; 车间布局设计和优化;
- ❖ Workshop plan follow up and issue coordinate; 车间计划跟踪和问题协调;
- ❖ Manufacturing documents preparation and amending; 工艺文件准备和修改;
- ❖ Lean activity implementation. 开展精益生产活动。

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- ❖ Ability to work independently, completely and carefully; 能独立、全面、细致工作;
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- ❖ Good sense of responsibility and customer service; 高度的责任心和客户服务意识;
- ❖ Good interpersonal skills, effective communication skill and logic thinking; 良好的人际交往能力、沟通能力和逻辑表达能力;
- ❖ Proficiency on PC and software tools (e.g. MSword, Excel, AutoCAD, ...) 个人计算机及软件工具操作能力
- ❖ Has the attention of employee healthy and security. 具有职业健康安全意识。

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更多信息

<http://siemens.yingjiesheng.com>

面试流程

网申启动

电话面试

面试 & 评估

发OFFER,
签三方