

108 年經濟部國際貿易局「補助國內公私立大學院校選送學生赴新興市場企業實習計畫」

實習企業職缺名單

國別	編號	企業名稱	企業簡介	可接受實習 學生人數 (最少 2 人)	實習天數 (30-60 天)	實習工作內容 (建議與國貿相關)	膳宿情形
馬來 西亞	1	Golden-Mah Bird's Nest Sdn Bhd	燕窩相關商品生產與 銷售	2	32 天	市場行銷與產品推廣	<input type="checkbox"/> 僅供膳 <input type="checkbox"/> 僅供宿 <input type="checkbox"/> 供膳宿 <input checked="" type="checkbox"/> 不供膳宿
	2	Shiny Marketing Group(M) Sdn Bhd	食品紡織及生活用品 貿易	4	32 天	市場行銷與產品推廣	<input type="checkbox"/> 僅供膳 <input type="checkbox"/> 僅供宿 <input type="checkbox"/> 供膳宿 <input checked="" type="checkbox"/> 不供膳宿
	3	吉隆坡台灣 貿易中心	協助我國廠商推廣產 品與服務	2	32 天	市場行銷與產品推廣	<input type="checkbox"/> 僅供膳 <input type="checkbox"/> 僅供宿 <input type="checkbox"/> 供膳宿 <input checked="" type="checkbox"/> 不供膳宿
	4	ES Event Management Sdn Bhd	辦理展覽及會議	2	32 天	展覽與市場推廣	<input type="checkbox"/> 僅供膳 <input type="checkbox"/> 僅供宿 <input type="checkbox"/> 供膳宿 <input checked="" type="checkbox"/> 不供膳宿

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越南	1	綿春纖維工業股份有限公司	綿春纖維工業股份有限公司成立於 1987 年 3 月，公司資本額為 5 億 1300 萬元，於台灣地區彙集織造、染整與進出口營銷貿易之主要成員。公司總部設立於台北市內湖區，並於桃園一帶擁有織造、染整和物流等製造廠區，近年更拓展越南生產廠房，以達立足台灣，放眼國際的目標。	3~5	60 天	1. 廠務管理數據分析, 品質管理分析、物料管理、生產、包裝、品管、倉儲等作業流程合理化 2. 設計各種設施、設備的檢查指引和測試程序，進行日常檢驗工作 3. CI-6S, 人事管理與考核制度改善與落實	<input type="checkbox"/> 僅供膳 <input type="checkbox"/> 僅供宿 <input checked="" type="checkbox"/> 供膳宿 <input type="checkbox"/> 不供膳宿
	2	越南國元製革有限公司	製皮革業	2	62 天	1. 銷售業務處 2. 廠務處	<input type="checkbox"/> 僅供膳 <input type="checkbox"/> 僅供宿 <input type="checkbox"/> 供膳宿 <input checked="" type="checkbox"/> 不供膳宿
	3	越南金寶山國際責任有限公司	醫療手套的專業產銷商	5	60 天	1. 廠務管理部: 品管及了繳初階生產流程 2. 行政總務部: 辦公室設備維護及	<input type="checkbox"/> 僅供膳 <input type="checkbox"/> 僅供宿 <input type="checkbox"/> 供膳宿

						公司資源的維護管理 3. 關務部:越南進出口流程及事務 4. 生管部:學習統籌生產訂單;包材的圖稿核對與交期追蹤 5. 專案部:系統工程規劃	<input checked="" type="checkbox"/> 不供膳宿
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印度	1	外貿協會新德里辦事處	外貿協會為臺灣最重要的貿易推廣機構，以協助業者拓展對外貿易為設立宗旨。	1	62 天	外貿協會新德里辦事處主要工作為蒐集經濟/政策/產業資訊、聯繫駐地公協會、印度企業及台資企業、於駐地辦理經貿活動，從前述工作中蒐集相關商情資訊送回台北供我商參考運用。	<input type="checkbox"/> 僅供膳 <input type="checkbox"/> 僅供宿 <input type="checkbox"/> 供膳宿 <input checked="" type="checkbox"/> 不供膳宿
	2	ADVANTECH 研華科技	自 1983 年創立以來，研華成為全方位的系統整合及設計服務的領導廠商。研華與系統整合商緊密合作，以提供各類廣泛應用與橫跨各種產業的完整解決方案。研華的使命就是充分實踐智能地球的推手，成為自動化產業、嵌入電腦、物聯網最具關鍵影響力的全球企業	2	62 天	<b>1. Application Engineer :</b> (1) Install, upgrade, support and troubleshoot issues related to Windows OS. (2) Install, upgrade, support and troubleshoot issues related to Linux OS. (3) Should have better understanding of computer hardware and softwares. (4) Assemble industrial computers like chassis, motherboards, power supplies, RAM, HDD etc. (5) Troubleshooting of hardware related	<input type="checkbox"/> 僅供膳 <input type="checkbox"/> 僅供宿 <input type="checkbox"/> 供膳宿 <input checked="" type="checkbox"/> 不供膳宿

						<p>issues.</p> <p>(6) Providing customized software services, including porting of embedded system, modification of system drivers and applications, as well as adding extra functionalities and improving performance in BIOS to fulfill customer' s requirement.</p> <p>(7) Duplication of customer 's technical issue, resolving the problem and eliminate suspicious factors.</p> <p><b>2. Sales :</b></p> <p>(1) Meets or exceeds sales and marketing objectives and quote.</p> <p>(2) Accomplishes the agreed level of sales activities to raise customer base, customer demand and revenue</p> <p>(3) Identifies and capitalizes constantly on new market opportunity / new customer generating chance to meet company target</p> <p>(4) Engage with customers and potential new leads on daily basis.</p>	
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						<p>(5) Support marketing campaign with post-event sales engagement activities</p> <p>(6) Identify Key Players and generate interest and close the sales</p> <p>(7) ·Build and expand company's customer database (of prospects within your assigned territory)</p> <p>(8) Work together with and provide support for field sales</p> <p>(9) ·Manage creation and presentation of quotation for opportunities as identified</p> <p>(10) ·Act as the primary internal point of contact for customers in the absence of managers</p> <p>(11) Engage in cold calling of potential clients and contact current ones</p>	
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菲律賓	1	ASUS Technology Philippines Inc.	地址：4F, Hanston Building, Emerald Ave, Ortigas Center, Pasig City, 1600 Metro Manila, Philippines  規模人數：100 人 產品：桌上型電腦、 筆記型電腦、小筆 電、智慧型手機、網 絡設備、顯示器、投 影機、主機板、顯示 卡、光儲存、多媒體 產品、外圍設備、可 穿戴設備、服務器、 工作站和平板電腦。	2	30-60 天	1. 通路市場研究與分析 - 通路型態分析 - 通路規模分析 2. 通路市場行銷策略 - 各品牌行銷策略 - 各品牌店頭布置 3. 通路產品分析 - 產品價格比較 - 產品規格比較	<input type="checkbox"/> 僅供膳 <input type="checkbox"/> 僅供宿 <input type="checkbox"/> 供膳宿 <input checked="" type="checkbox"/> 不供膳宿
						<b>應注意事項</b>	
						1. 態度主動積極，能融入並從異國文化 中學習商業知識及與各部門之間的溝 通、處事之道 2. Final Report - 實習結束前須就實習 期間的學習內容以簡報及 word 檔案 方式呈結業報告 3. 英文溝通流暢	

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泰國	B.GRIMM	<p>經營項目：</p> <ul style="list-style-type: none"> <li>- Energy</li> <li>- Building &amp; Industrial Systems</li> <li>- Healthcare</li> <li>- Lifestyle</li> <li>- Real Estate</li> <li>- Transportation</li> <li>- Digital Technology</li> <li>- B.GRIMM Capital</li> </ul> <p>公司簡介：</p> <p>B.GRIMM is a multinational conglomerate, founded in 1878, based in Bangkok. B.Grimm firmly believes in “Doing business with compassion for the development of civilisation in harmony with nature” for the</p>	2	30-62 天 (暫不供膳宿)	<p><b>Intern Analyst –Strategic Project Management Office (SPMO Unit)</b></p> <p><b>Brief Job Description:</b></p> <ol style="list-style-type: none"> <li>1. Support management team of portfolio companies and develop performance monitoring tool for key business priorities</li> <li>2. Execute project management and ensure visibility of project status &amp; KPIs to all stakeholders and work with business leaders to ensure alignment and execution</li> <li>3. Conduct market research and due diligence, Help develop financial model, analyze portfolio investment, perform financial valuation, project feasibility and M&amp;A activities to various investment opportunities</li> </ol>	<p>Qualifications: Bachelor degree in Engineering, Science, Economics or related fields; Master degree in Business Administration, Finance/Accounting, International Business, or related fields</p> <p>Experiences</p> <ol style="list-style-type: none"> <li>1. 0-3 years of internship or working experience in the related areas, i.e, corporate strategy &amp; planning, investment banking, corporate finance or banking, etc.</li> <li>2. Strong analytical, problem solving, and project management skills</li> <li>3. Excellent Thai and English Communication skills</li> </ol>



		<p>mutual benefits to the company, which means to work with loving kindness, compassion, sympathetic joy, and equanimity, or, metta, karuna, mudita and uppekha. The company has always been following these four inter-related virtues with many social programs alongside business activities to develop and promote religion, education, environment, sports, music and arts. B.Grimm, now a multi business corporation active in the fields of energy, building and industrial systems, healthcare, lifestyle, transport and real estate, has been the oldest</p>			<p>4. Help plan and ensure the successful implementation of strategic initiatives in our portfolio companies</p> <p>5. Can handle other assigned or ad-hoc responsibilities</p> <p><b>※The role is based in Bangkok and will be working closely with top executives of B.Grimm Group</b></p>	<p>4. Good Presentation skills, creative thinking, and energetic with can-do attitude</p> <p>5. Proficiency in Microsoft Office (Powerpoint, Word and Excel)</p> <p>Good personal and people skills. Work well in team-based environment, fast adapter to new culture and environment</p> <p>Special skills</p> <p>Fluent in English and Chinese in speaking, reading and writing will receive special consideration</p> <p>Note: English resume will be accepted and only short-listed candidates will be notified.</p>
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		<p>infrastructure developer in Thailand since the late 1800s. As of today comprise B.Grimm's business expands into emerging digital technologies and investment and is actively doing business in Thailand, Laos, Malaysia, Singapore and Vietnam.</p> <p>(5)Website : <a href="http://www.bgrimmgroup.com">www.bgrimmgroup.com</a> <a href="http://www.bgrimmpower.com">www.bgrimmpower.com</a></p>				
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