

Location	Position Title	Department	Hiring Manager	HC Type	Targeted Onboard Month	Justification (How do you expect this position bring values to your organization? Key projects to be implemented by this position)
Beijing	Sales Intern	Sales & Marketing	Bob Zou	Intern	Sep.	<ul style="list-style-type: none"> <li>• Work with sales team Key Account Representative to assistant below works.</li> <li>• Execution of China OEM aftertreatment sales and business strategy to OEMs for Cummins' Euro IV aftertreatment programs</li> <li>• Provide quotations, technical information, sales presentation, product introductions, etc. to OEMs</li> <li>• Manage forecasting process for your accounts</li> <li>• Achieve sales plans and manage account receivables, as well as track and maintain profitability of your accounts</li> <li>• Build and maintain customer relationships and communications with OEM and Cummins engine account teams</li> <li>• Other tasks assigned by Supervisor</li> </ul>
Beijing	AE Intern	Engineering	Wang Huawei	Intern	Sep.	<ol style="list-style-type: none"> <li>1. Rutine documentation job in Application function.</li> <li>2. Basic project support assigned by supervisor.</li> <li>3. Daily basic data maintenance.</li> </ol>
Beijing	Warranty Intern	Service	Chen Huiqin	Intern	Sep.	<p>Most of our OEM/JVs are self-service mode and their claim volume is getting higher and higher. So we need 1 intern to do the job as below:</p> <ol style="list-style-type: none"> <li>1. Assit Huiqin and Li Xue to follow up warranty claim quality issue;</li> <li>2. Prepare the arbitration materials;</li> <li>3. Other paper work which is easy to learn and takes lots time.</li> </ol>
Beijing	VPI Intern	VPI & Purchasing	Chen Shuangji	Intern	Sep.	<p>Programs status update; Functional excellence support; Meeting preparation; Database maintenance; Program actions follow up etc.</p>
Beijing	System Intern	Engineering	Zhang Chen	Intern	Sep.	<ol style="list-style-type: none"> <li>1. Manage technical documents by using Excel in system engineering team;</li> <li>2. Establish platform technical document;</li> <li>3. Assist to organize the engineering database.</li> <li>4. Prepare for college hire in 2015.</li> </ol>