

**Philips (China) Investment Co., Ltd.**

**Philips Healthcare/ HR**

Subject: Philips Healthcare Campus Hire JD  
(Total 160 landing spots)

Date: 2011-08-15  
2012 Campus Recruitment

## **Field Service Engineer**

售后维修工程师

工作地点: 全国各地

目标专业: 医学影像工程、生物医学工程、医学信息工程、计算机科学与技术、电子信息工程

招聘人数: 70

### **Job Description:**

- Own customer satisfaction & service quality KPIs for assigned account
- Provide service support to team members as required
- Develop and maintain good relationships with customers
- Plan and deliver assigned service to customers with high quality, including Corrective Maintenance, Preventive Maintenance, Installation and Field Change Order
- Prepare and provide kinds of Service Report on an accurate and timely basis
- Attend training and develop relevant knowledge and skills

### **Job Requirement:**

- Bachelor degree or above, major in Biomedical Engineering or Electronics Engineering
  - Capability to solve service and technical issues from customers
  - Independent, hardworking and team player
  - Capability to understand English industrial materials, CET-6 is a must
  - Good communication and influencing skill
  - Strong adaptability for new position and environment
  - Can work under pressure
  - Familiar with MS Office
  - Willing to travel
-

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## **Imaging System Application Specialist**

**影像应用培训专家**

This position is created and important to instruct our customer how to use the system and clinical application software, and help customer truly utilize all functions to perform better diagnosis and treatment to patient, and gain fruitful clinical experience on Philips Healthcare system, which make difference among competition.

工作地点: 全国各地

目标专业: 医学影像 (工程)

招聘人数: 15

### **Job Responsibility:**

- Provide clinical training to our existing users on software, application and/or equipment use;
- Provide clinical support of demo system during region workshop, seminar and exhibition;
- Provide clinical selling tools & marketing materials, like Chinese brochure preparation, exhibition demo, and clinical magazine edition;
- Deliver clinical presentation to potential customers according to customer needs;
- Coordinate with product support team for potential customer show site visit;
- Build up and manage show site, and maintain customer relationship together with sales and clinical science team;
- Implement clinical plan according to general business strategy, like Chinese manual translation;
- Help customer for clinical paper publish, like clinical paper collection, design clinical studies or trials and so on.

### **Job Requirements:**

- Imaging System major in medical school;
  - Good presentation and communication skill;
  - Fluent in English both written and spoken;
  - Willing to work under time pressure and work independently;
  - Self-starter, self-motivated and self learning capacity;
  - Computer literacy.
-

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## Ultrasound Application Specialist

### 超声应用培训专家

超声应用培训专家隶属于超声市场部，负责超声产品市场推广活动的技术支持，参加展会、研讨会和新产品推广会等，与会作超声产品性能的演示和介绍，并协助建立超声产品演示中心，提供应用技术支持，以及产品的售后培训和组织用户的售后应用培训班等。

工作地点：广州, 成都, 济南/青岛

目标专业：医学影像（工程）、临床医学

招聘人数：3

#### Job Responsibility:

- Participate in the sales and marketing program and work closely with sales to assure the sales force to meet sales budget
- Provide customer training, clinical application consultation and other on-going support to customers to achieve highest customer satisfaction.
- Actively participate the medical Show/Seminar/Exhibition
- Make a local customer group training program to deliver advance clinical training course to customer
- Good team work with dealer specialist and monitor training standard and quality.
- Other tasks assigned by team& company

#### Job Requirements:

- Medical Imaging or Clinical Medicine major in medical school;
  - Good presentation and communication skill;
  - Good in English both written and spoken;
  - Willing to work under time pressure and work independently;
  - Self-starter, self-motivated and self learning capacity;
  - Computer literacy.
-

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## **Ultrasound Product Specialist**

### **超声产品专家**

工作地点: 北京/上海/广州/成都

目标专业: 医学影像工程、临床超声 (硕士)

招聘人数: 2

#### **Job Responsibility:**

- Provide product training to the sales team
- Provide selling tools & marketing materials, like Chinese brochure preparation, clinical magazine edition;
- Deliver clinical presentation to potential customers according to customer needs;
- Coordinate with clinical team for potential customer show site visit;
- Build up and manage show site, and maintain customer relationships together with sales and clinical team;
- Support BU to develop the product
- Follow up competitor's trends and technologies analysis

#### **Job Requirements:**

- Good presentation and communication skill;
- Fluent in English both written and spoken;
- Willing to work under time pressure and work independently;
- Self-starter, self-motivated and self learning capacity;
- Computer literacy.

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## **Sales Rep, Clinical Informatics**

销售代表, 临床信息系统

工作地点: 广州, 北京

目标专业: 医学影像工程、生物医学工程、医学信息工程、计算机科学与技术、电子信息工程

招聘人数: 2

### **Job Description:**

- Perform marketing activities under direction.
- Ensure proper completion of contracts, including payment collection, complaint settlement.
- Maintain close ties with existing customers.
- Assist promotional activities, including preparing and delivery of seminars independently.
- Take initiatives to coordinate with other colleagues in the company to optimize customer service

### **Job Requirements:**

- Bachelor or Master Degree
  - Good presentation and communication skill.
  - Good oral and written English skills.
  - Good understanding on Healthcare IT products.
  - Quick learning and hardworking.
  - Self-initiated and highly target driven.
  - Willing to work under time pressure and work independently
  - Willingness to travel.
-

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## HI Technical consultant

### 影像信息系统工程师

工作地点: 广州, 北京/上海

目标专业: 医学影像工程、生物医学工程、医学信息工程、计算机科学与技术、电子信息工程

招聘人数: 2

#### Job Description:

- Imaging system software installation & configuration,
- Provide profession technical support and service to the customer
- Work as a consultant for customer about the hospital workflow design and information system design
- Develop and maintain good relationships with customers
- make out project plan for information project, responsible for progress, risk and cost control.
- Prepare and provide kinds of Service Report on an accurate and timely basis
- Attend training and develop relevant knowledge and skills

#### Job Requirement:

- Bachelor degree or above, major in Biomedical Engineering or Computer Science.
  - Capability to solve service and technical issues for customers
  - Familiar with the Windows Servers (2003, 2008) and the windows clients (XP, 7), Linux and UNIX is preferred.
  - Familiar with the famous Databases, such as Oracle, Sybase, MS SQL, MySQL etc.
  - Has basic network knowledge, Network certificate is preferred.
  - Independent, hardworking and team player
  - Capability to understand English industrial materials, CET-6 is a must
  - Good communication and influencing skill
  - Strong adaptability for new position and environment
  - Can work under pressure
  - Familiar with MS Office & Project
  - Willing to travel
-

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## **Cardiovascular Informatics Application Consultant**

心血管医疗影像信息系统 临床应用顾问

CAI Application Consultant of campus candidate will play a role in CAI business development in Greater China range, provides customer care and training, pre-sales support and keep customer relationship.

工作地点: 北京/上海

目标专业: 临床医学、生物医学工程

招聘人数: 1

### **Job Description:**

- Provide technical and clinical support to HI sales team across the whole Cardiology Healthcare Informatics
- Sales cycle, including onsite research of customer workflow and customer needs, IT solution design, configuration, and suggestion to integrate with customers IT environment;
- Be responsible for conducting customer on-site clinical and operation training; To further enhance the
- Customer satisfaction, lead to design and organize customer clinical training course;
- Be focus on academic application value of CAI solutions, help customer design and develop clinical
- Research programs; a commitment of value-added both to customers and business

### **Job Requirement:**

- Bachelor or above, majored in Clinical Medicine or Bio-medicine Engineering Technology
- Basic knowledge and working experience with Cardiovascular healthcare;
- Knowledge in basic IT;
- Self-learning ability;
- Good English both in oral, listen, writing; academic cardiac English is a must;
- A passion for problem solving and drive with achieving results;
- Good presentation and communication skill ;
- Working under pressure and willing to travel frequently

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## **AED Application & Education Specialist, Cardiac Care**

自动体外除颤仪产品应用及市场培训专员, 心电诊断及复苏市场部

工作地点: 北京/上海

目标专业: 临床医学、生物医学工程

招聘人数: 1

### **Job Description:**

- Provide profession technical support and service to the customer
- Prepare and provide kinds of training program for AED B2B market
- Develop and maintain good relationships with associations
- Attend training and develop relevant knowledge and skills

### **Job Requirement:**

- preferred **Master** of emergency care or cardiac
- Capability to solve service and technical issues for customers
- Independent, hardworking and team player
- Capability to understand English industrial materials, CET-6 is a must
- Good communication and influencing skill
- Strong adaptability for new position and environment
- Can work under pressure
- Familiar with MS Office & Project

## **Patient Monitor Division Application Specialist**

监护产品应用培训专员

工作地点: 上海

目标专业: 临床医学 (首选重症医学硕士)

招聘人数: 1

### **Job Description:**

- Post-sales application training for patient monitor systems
- Pre-sales support and build up close relationship with key opinion leaders.
- Able to conduct product training and application training to sales team and dealers
- Accountable for local marketing activities within budget planned.

### **Job Requirements:**

- Education: Bachelor's degree above (Medical background is preferred)
- Good execution capability and strong desire for success.
- Strong communication and interpersonal skill with outgoing character.
- Professional presentation skills.
- Good skill for Microsoft office software, fluent English in both written and oral



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## **HI Application Consultant** **临床信息系统应用顾问**

临床信息系统应用顾问隶属于临床信息系统及心电监护市场部，负责临床信息系统 ICIP 系统临床调研，整合，配置等整个有关临床信息方面的整合于系统运行。同时还负责临床信息系统产品 ICIP 市场推广活动的技术支持，参加展会、研讨会和新产品推广会等，与会作临床信息系统产品性能的演示和介绍，并协助建立临床信息系统产品演示中心，的提供应用技术支持，以及产品的售后培训和组织用户的售后应用培训班等。

工作地点：北京

目标专业：临床医学、生物医学工程

招聘人数：1

### **Job Description:**

- Participate in the sales program and work closely with sales to assure the sales force to meet sales budget
- Provide customer training, clinical application consultation and other on-going support to customers to achieve highest customer satisfaction.
- Actively participate the medical Show/Seminar/Exhibition
- Make a local customer group training program to deliver advance clinical training course to customer
- Good team work with dealer specialist and monitor training standard and quality.
- Other tasks assigned by team& company

### **Job Requirements:**

- Process computer science and network knowledge, familiar with Microsoft Office (prefer Access)
- Fluent in English, both oral and written
- Team work and can work under pressure
- Willing to travel

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## **Neonatal/Pediatric Clinical Experts**

儿科/新生儿临床专家

工作地点: 上海/北京/深圳

目标专业: 儿科/新生儿护理

招聘人数: 1

### **Job Description:**

- Represents and influences the clinical end-user in various phases of the product creation process, ranging from (clinical) feedback gathering to development and field support
- Actively involved in the training and hand-over process from development to sales, in train-the-trainer programs, first-of-a-kind support, sales demonstrations of new products or new releases and training of end users.
- Interact intensely with end users in hospitals and work with (software) developers, architects, product management, field marketing, sales specialists and application consultants in the field.
- Collaborates with medical doctors in Chinese hospitals in evaluating new clinical applications for N/PICU total solution.
- Keep up to date with innovations in NICU/PICU technology and medical applications, via scientific literature, symposia and local/international conferences. Assist customers in Chinese hospitals/ universities/other research institutes to develop and publish HQ papers on conferences and journals.
- Develop in-depth knowledge on Philips NICU/PICU
- Advise colleagues in Product marketing and Applications on new technical and clinical developments, assists in writing commercial and technical documents. Provide clinical requirements and support to product development.
- Advise colleagues in Sales and Service department on new clinical and technical developments.
- Participate in customer presentations and demonstrations in China. Regularly visit Clinical show sites in China; discuss innovations with medical doctors.

### **Job Requirement:**

- Clinical medicine or pediatric, bachelor degree. Master of neonatal (新生儿医学) or pediatric (儿科学) preferred
- Capability to solve service and technical issues for customers
- Familiar with the Windows Servers (2003, 2008) and the windows clients (XP, 7),
- Independent, hardworking and team player
- Capability to understand English industrial materials, CET-6 is a must
- Good communication and influencing skill
- Strong adaptability for new position and environment
- Can work under pressure
- Familiar with MS Office & Project
- Willing to travel

## **Sales Representative**

### **销售代表**

工作地点：全国各地

目标专业：医学影像、生物医学工程、其他医科/工科类专业

招聘人数：21（南区）+22（北区）

#### **Job Description:**

- Be responsible for establishing good relationship with hospitals in different regions
- Carry out company's market strategy and sales strategy; Complete the sales target and the product promotion program at responsible region
- Provide high-quality service to our customers in order to meet their requirements
- Manage and support the distributors to promote Philips's healthcare products and define the sales plan

#### **Job Requirement:**

- Major in clinical medicine, biomedical engineering is preferred
  - Excellent communication skill and customer oriented
  - Independent, hardworking and team player
  - Capability to understand English industrial materials, CET-6 is a must
  - Strong adaptability for new position and environment
  - Can work under pressure
  - Familiar with MS Office
  - Willing to travel
-

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## **Commercial Logistic Officer, Supply Chain Management**

**物流专员，物流部**

工作地点：北京、上海、广州

目标专业：国际贸易与经济、物流、其他经济类专业等

招聘人数：4

### **Job Description:**

- Comply with company Order Intake and Sale Recognition Policy
- Comply with export control regulation
- Doing order entry within 2 days and update Share Drive for the order status at the same time of the order entry
- Arranging shipment which fully complies with L/C (信用证) requirements and Site readiness status. Make sure shipment can be timely arranged per customer expectation and also, minimize the logistics cost.
- Doing sales order and purchase order management which comply with Supply Chain SOP(standard operation process) requirements
- Other tasks assigned by team & company

### **Job Requirement:**

- Bachelor Degree in Accounting; Economics; Finance; Logistics or Business Management
- Personal Attributes
  - o High responsiveness
  - o Sensitive to the figures
  - o Willing to work under pressure
  - o Good inter-personal skills
- Language ability
  - o Good written and spoken in English and Mandarin
- Computer Literacy
  - o Be familiar with MS office (Word, Excel, PowerPoint etc)
  - o Familiar with SAP is an advantage

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## **Commercial Logistic IT Officer, Supply Chain Management**

物流系统专员，物流部

工作地点：北京

目标专业：计算机科学与技术等

招聘人数：2

### **Job Description:**

- Do the catalogue update, cover all products catalogue for Mainland China, HK and Taiwan
- Problem solving or incident reporting/follow-up when there is any catalogue issue
- Master data management, including Vendor Master; Customer Master data. Make sure all necessary master data are accurate and ready for use when necessary
- Order/Project management related systems/tools support, including SAP; Selcat; Quotation Maker; Clarity; Order Management Portal; Business Object; Dashboard...
- Coordinate with local company IT to make sure, the common IT knowledge and resources can be well utilized
- System knowledge training to new comer
- Other tasks assigned by team & company

### **Job Requirement:**

- Bachelor Degree in Computer Technology
- Personal Attributes
  - o Sensitive and Quick learner in IT systems/tools
  - o High responsiveness
  - o Willing to work under pressure
  - o Good inter-personal skills
- Language ability
  - o Good written and spoken in English and Mandarin
- Computer Literacy
  - o Be familiar with MS office (Word, Excel, PowerPoint etc)
  - o Familiar with SAP is an advantage

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## **Project Engineer, Supply Chain Management**

项目工程师，物流部

工作地点：沈阳，北京，郑州，武汉，上海，杭州

目标专业：土木工程、建筑设计、生物医学工程、机械/自动化专业等

招聘人数：6

### **Job Description:**

- Provide professional site planning guide to end-user for image system installation of Philips Healthcare including making site preparation drawing by AutoCAD.
- Provide technical support to contraction team and end-user during site preparation phase ensure the site is prepared as pre Philips requirement for safety operation
- Figure out preparation schedule by close communication with end-user, and cooperate with order desk officer to arrange system producing and delivery in time
- Maintain project database (Clarity) regularly as per instruction.
- Provide site planning related support to sales and marketing team at pre-sales stage.
- Check site readiness before installation, to ensure the site meets installation requirements.
- Arrange system installation with Customer Service Team and 3rd party product vender.
- Follow up the installation progress and support to handle the issue occurred during installation.
- Ensure to get system handing over in time according the project schedule.
- Archive project documents (project configuration list, installation drawing, packing list, site final check list) to Clarity.

### **Job Requirement:**

- Familiar with Auto-CAD drawing (Learned Auto-CAD course in University)
- English CET 6 is a must
- Have affinity (有亲和力), Open minded, well at communication, Out-going, independent, and work under pressure.
- Can travel frequently.
- Fluent in English

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## **Technical Support Engineer, Home Healthcare Solution**

技术应用专员，家用医疗产品部

工作地点：上海、北京/广州

目标专业：生物医学工程、医学信息工程、计算机科学与技术、电子信息工程

招聘人数：2

### **Job Description:**

- Provide profession technical support and service to the customer
- Develop and maintain good relationships with customers
- Own customer satisfaction & service quality KPIs for assigned account
- Provide service support to team members as required
- Plan and deliver assigned service to customers with high quality, including Corrective Maintenance, Preventive Maintenance, Installation and Filed technical support.
- Prepare and provide kinds of Service Report on an accurate and timely basis
- Support sales to explore and develop business opportunities
- Other tasks assigned by team & company

### **Job Requirement:**

- Bachelor degree or above, major in Biomedical Engineering or Computer Science.
- Capability to solve service and technical issues for customers
- Familiar with the Windows Servers (2003, 2008) and the windows clients (XP, 7)
- Independent, hardworking and team player
- Capability to understand English industrial materials, CET-4 is a must
- Good communication and influencing skill
- Strong adaptability for new position and environment
- Can work under pressure
- Familiar with MS Office & Project
- Has basic network knowledge
- Willing to take responsibility
- Self motivation and self management
- Willing to travel

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## **Clinical Sales Specialist, Home Healthcare Solution**

临床销售专员，家用医疗产品部

工作地点：成都

目标专业：临床医学

招聘人数：1

### **Job Description:**

- Develop and maintain good relationships with KOL customers
- Provide profession technical support to the customer
- Work as a consultant for customer about the Sleep and Home NIV product
- Provide clinical training and education to customers regularly
- Coordinate clinical department and dealer about patient therapy project
- Collect and provide patient information to distributor

### **Job Requirement:**

- Bachelor degree or above, major in clinical medicine.
- Good communication and influencing skill
- Capability to settle issue and analyze independently
- Capability to understand English, CET-4 is must
- Strong adaptability for new position and environment
- Independent, hardworking and team player
- Can work under pressure
- Willing to take responsibility
- Self motivation and self management



## **CRM Specialist, Commercial Dept.**

客户系统管理专员，商务部

The Analyst will play an important role to support building up corporate CRM system as well as other functional systems and provide maintenance services on the daily-basis. The analyst's main task is to participate into the system building project (e.g., "OneCRM"), collect and document requirements, provide operational level services as data entry, data administration, data mining analysis and reporting, etc. "OneCRM" project is a Philips' global project that aims to establish a worldwide information infrastructure, which is helpful for improving working efficiency, optimizing resource allocation, and strengthening core competences to achieve business goals.

工作地点：上海

目标专业：计算机科学

招聘人数：1

### **Job Description:**

- Working in a cross functional environment (business and technology) to define requirements and develop software solutions, from concept to launch.
- Participating in the design of new or changing programs for corporate systems.
- Reviewing project documentation for all assigned projects to ensure that the project requirements are clearly defined; sharing knowledge by effectively documenting work.
- Participating in functional testing for the applications of business systems.
- Supporting day-to-day functional maintenance of business systems incl. data entry, data administration, and data mining analysis.
- Providing insightful business KPI reports based on data sources in systems.
- Training distributors to use CRM system for the purpose of better communication and managing the business more effectively.
- Training internal staff to use CRM system properly and providing answers for FAQs.

### **Job Requirements:**

- Bachelors degree (or higher) in computer science or related field
- Knowledge of cloud computing is a plus.
- Strong analytical skills and communication skills.
- Good in English speaking, reading and writing.
- Customer orientated (internal & external)
- Thoroughness and good attention to detail

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## **Regulatory Specialist**

注册专员

工作地点: 北京

目标专业: 医学影像, 生物医学工程本科或硕士

招聘人数: 2

### **Job Description:**

- register new products according to business plan
- maintain the current licenses and register renewal products in time
- Understand and keep studying all the new regulations & standards both national and international.
- Maintain a good business relationship with internal and external customers
- Obtain company product knowledge through classroom or on the job training

### **Job Requirement:**

- Good in written and spoken in English and Mandarin
- Good communication and interpersonal skills
- Self starter and able to work both autonomously and as part of a team
- Demonstrated orientation toward process, process improvement and achievement of standards.