

# MANAGEMENT TRAINEE – STRATEGY AND BUSINESS DEVELOPMENT

You have successfully completed your master’s degree and now you can hardly wait to really get going – preferably in an international environment. On our management trainee program, you will quickly assume responsibility for your tasks in **Strategy and Business Development** and rotation to other functional and international assignments. From the outset, you will feel like an important part of the KION Group and a member of an effective and friendly team.

## What we offer

- In addition to a **multifaceted job**, you can look forward to **exciting career opportunities and above-market remuneration**.
- You will quickly get to know all the important interfaces that ensure **cross-functional collaboration based on partnership and trust**.
- The global orientation of the program is complemented by a 5-month assignment at one of our **international locations**.
- After only a short time, we will assign you tasks for which you will have **individual responsibility**, giving you the opportunity to contribute your **own ideas**.

## Tasks

- You take part in defining the **company’s strategic plan** and work closely with the top management in determining the key initiatives and ensuring the overall strategic direction is achieved
- You are part of the **cross-functional project team** supporting the project manager or PMO by identifying critical control points and milestones throughout a project and to raise questions fostering further development of complex strategic initiatives
- You engage in new **business development plans** and their execution regarding the **sales environment** within and out of China or/and potential areas of expansion in South Asia
- You research and identify new **emerging trends, competition and industry trends** as well as potential new growth opportunities
- You prepare **periodic status updates** on the implementation of strategic plans to respective stakeholders (i.e. Project Team, APAC Team, HQ, etc.)

## Requirements

- You have a **master’s degree, preferably MBA** with good academic records and extra-curriculum activities while looking to put your knowledge into practice (i. e. consulting, commercial experience, strategic planning)
- You master **business-level Chinese and English**, in order to communicate with customers and your international **co-workers**
- You are a **team player with strong communication skills**, enjoy **analyzing data**, look forward to exciting **assignments abroad**, and have a high level of **self-initiative**
- Ideally, you have initial **practical project experience** in sales and service, like channel management, CRM or SAP implementation

## BRIEF FACTS

**Home base:**  
Xiamen (China)

**Duration:**  
18 months

**Company:**



**Start of the program:**  
to be discussed

## YOUR CONTACT



**Christine Wallauer**  
Director Talent Attraction  
& Retention

trainee@kiongroup.com

KION GROUP AG  
Thea-Rasche-Strasse 8  
60549 Frankfurt am Main  
Germany

## KION Group – We keep the world moving

The KION Group is a global leader in **industrial trucks**, related **services** and **supply chain solutions**. Across more than **100 countries** worldwide, the KION Group designs, builds and supports logistics solutions that optimize material and information flow within factories, warehouses and distribution centers. Our approximately **32,000 employees** are actively involved in shaping the **Internet of Things**.

KION Group includes well-known brands such as Linde Material Handling, STILL, and Dematic. Together, we are shaping the future and are among the best in our industry.

Our actions are guided by our shared KION Group values – **integrity, collaboration, courage**, and **excellence**. They reflect the beliefs of our employees and managers and represent the corporate culture by which we live. Our interaction with customers, suppliers, and applicants is shaped by them.

**Did we capture your interest?** We look forward to your application.

**Apply now!**