

Brief Profile of the Company	<p>Philips healthcare Suzhou is the center of Philips Healthcare Image System China, dedicated to creating the future of health care and saving lives. The company is founded in Nov. 2009 with a total investment of USD 54 million by Royal Philips, Philips Healthcare Suzhou is the global center of R&D, Manufacturing and sourcing for diversified healthcare equipment included MR,CT,DXR, Ultrasound, etc. The company develop innovative solutions across the continuum of care in partnership with clinicians and the customers to improve patient outcomes, provide better value, and expand access to care.</p>		
Position Type:	Full-time	Job Location(s):	Suzhou
Contact Person:	Chi Yan	Contact Dept.:	HR
Title:	HR Manager	Phone:	0512-67336550
E-mail:	Yan.chi@philips.com	Company Website:	www.philips.com

Position 1:	Business development & Business analysis	Functional Area:	BD
Position Description:	<p>The Business Development role will working on the healthcare image system value solutions with initiatives by marketing or finance knowledge, the interface with both business and markets in order to drive the value solutions initiatives and growth. Provide comprehensive ideas and plans to help maximize effectiveness of projects. Work as a bridge between global marketing & development teams, seeking to achieve a "win-win" for both parties. Build capability in different spectrum of marketing.</p> <ul style="list-style-type: none"> ▪ Work in the area of Product marketing, business cases, marketing intelligence, new business development etc. works as a Business Development Manager on problems of diverse scope where analysis of business development data requires evaluation of identifiable factors. ▪ Formulates the solution for (technical) partial problems that cannot be found by combining previous experiences but by composing newly acquired business development knowledge. ▪ The development of the solution requires a multidisciplinary approach and knowledge of business development principles, -theories and -concepts. ▪ Formulates the solution for (technical) partial problems that cannot be found by combining previous experiences but by composing newly acquired sales/business development knowledge. ▪ May lead multi-disciplinary change projects in sales/business development, managing a number of people. Works independently and provides consultative advice within specific functional areas. ▪ Introduces sales/business development methods/procedures that are new for the organisation. Applies advanced sales/business development process principles to multiple tasks. ▪ Proficient in area of specialization and contributes in other disciplines. Determines feasibility of sales/business development concepts or projects. Has basic knowledge of related disciplines. 		
Candidate Qualifications:	<ul style="list-style-type: none"> ▪ MBA specialization in finance/strategy/marketing, ▪ 2- 5 years of Marketing/BD related experience ▪ A seasoned, experienced professional with a full understanding of area of specialization; resolves a wide range of issues in creative ways. ▪ Has a complete knowledge of company products and services. ▪ Frequently interacts with customers, and/or functional peer group managers, ▪ Works on problems of diverse scope where analysis of data requires evaluation of identifiable factors. ▪ Demonstrates good judgment in selecting methods and techniques for obtaining solutions 		

Position 2:	Finance Project Manager	Functional Area:	F&A
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Position (or Project) Description:	<ul style="list-style-type: none"> • Manages multiple projects and recognizes impacts within function. Uses functional and technical expertise to structure and complete projects. • Provides guidance, identifies analytical areas, validates analyses and crafts solutions for data inconsistencies and discrepancies. • Recommends process and procedural improvements to maintain the accuracy and integrity of financial transactions. Develops solutions and options enabling business objectives while remaining fully in compliance with controls, policies and regulations in letter and spirit • Links strategy to operational performance during planning, analyses and reporting activities to determine and guide need for execution of financial analysis. • Builds robust business cases that influence internal "customer" decisions. Understands and tailors communication (e.g., content, style and medium) to diverse audiences by taking into account others' underlying needs, motivations and concerns.
Candidate Qualifications:	<ul style="list-style-type: none"> ▪ MBA specialization in finance / strategy, ▪ 2- 3 years of fiancé related experience. ▪ Able to step out of own area and seek for the most effective way of working,

Position 3:	Innovation & Program	Functional Area:	R&D
Position (or Project) Description:	The Innovation & Program role will working on the observational research in healthcare image system industry It will work in the interface with both R&D and customers in order to drive/ initiate the combination programs / solution architectures of innovation. Generate planning and execution by customer insights.		
Candidate Qualifications:	<ul style="list-style-type: none"> • MBA specialization in technology expertise (Biomedical engineering / imaging processing ,Physics etc. would be preferred). • 2-3 year working experience in research / project management , • Ability to influence with strong collaboration skills and a passion for building capability in others. • Experience in using objectives to influence projects or activities so that it enhances the effectiveness of communication and product management • A talented and driven individual with a passion for holistic product management, strategy & execution. 		

Position 4:	Product Manager	Functional Area:	Product Management MR
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<p>Position (or Project) Description:</p>	<p>The Product Manager is the pivotal marketing role in the Business Innovation Unit (BIU) and drives creation of solutions (integrated combination of products and services) from idea to market. The Product Manager is accountable for defining, launching and building profitable product solution platforms that transform healthcare. They work directly with R&D and other marketing functions to ensure the products/solutions are developed to the feature and price specifications that each target market segment demands. The Product Manager owns the product lifecycle from concept phase through development and launch and eventually, end of life. The Product Manager is required to have deep expertise in market segmentation, product strategy, competitive strategy, and product development.</p>
<p>Candidate Qualifications:</p>	<ul style="list-style-type: none"> • MBA specialization in marketing, product development, or related field • 2-3 year working experience in related field, Capital Goods industry experience preferred. • Expertise in customer segments and the national healthcare systems in which they work. Understands the dynamics of capital goods marketing and the dynamics of “installed base” market • Familiarity with the technologies that currently dominate the Product Manager’s markets, and with the emerging technologies that will serve them in the future. Electronics engineering or Physics background + MBA in Marketing is preferred. • Fluent in hardware and software product development, including quality and reliability techniques • Superior business acumen • Boldness to create/shape markets whenever possible, exploiting Philips technologies, market positions and brand • Ability to synthesize market and customer feedback and existing and new products into solutions; comfortable with making tradeoffs, decisively • Expertise delivering complex projects to meet demanding feature, cost, quality and introduction date targets • Demonstrable communication skills and ability to lead an organization to develop market leading products/solutions • High-tech product launch experience (clinical experience a nice to have) • Proven communication skills and ability to influence colleagues • Experience in high tech, healthcare/med-tech solutions businesses preferred.