

INDUSTRIAL MANAGEMENT

TRAINING AND JOB PROFILE



▶ **WHAT DOES AN INDUSTRIAL MANAGER DO?**

All-rounders and specialists at the same time!

The tasks and work areas of an Industrial Manager are very versatile: You buy goods and manage the inventory, determine costs for orders and projects and monitor production processes. In addition, you will also be active in the field of marketing and sales; accepting orders, conducting sales negotiations, preparing invoices and planning marketing strategies and advertising measures. In the Accounting Department you will manage book-keeping, oversee payment transactions, and use instruments of cost planning and control. But the personnel administration is also one of the tasks of Industrial Managers: You will plan and determine the personnel deployment and also contribute to personnel decisions. Therefore, you should consider exactly which training company and which future field of work best suits you!

Supported by:



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AHK
Malaysian-German Chamber
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▶ WHERE DOES AN INDUSTRIAL MANAGER WORK?

As an Industrial Manager you can work in companies of almost all economic sectors, like in the electrical, automotive, chemical, wood, transport, textile or commercial sectors. Your workspace will usually be in an office but also in a warehouse or production hall, depending on your company.

▶ WHAT'S THE TRAINING CONTENT?

- Determining the demand for products and services
- Checking contracts
- Purchasing materials
- Processing orders
- Planning production and marketing
- Cost planning, financing, profitability, investments
- Accounting
- Customer communication (also in foreign languages)
- Solving problems, making decisions
- Personnel planning
- Market research, compiling statistics, data processing

▶ THE 3 MOST IMPORTANT STRENGTHS FOR INDUSTRIAL MANAGEMENT:



Diligence & Accuracy



Curiosity & Willingness to Learn



Analytical Skills

▶ TRAINING DURATION & EXAMS

Typically the duration of German Dual Vocational Training for Industrial Management is 3 years, split up into a rotation of 70% on-the-job training and 30% theory training in a vocational institute.

After around 18 months there will be an intermediate examination and at the end of the 3 years, the Final Examination, a combination of written tests, oral and practical presentation, takes place.

▶ CERTIFICATES

Upon successful completion of the training and passing of the exams, you will be awarded with a professional certificate by the Association of German Chambers of Commerce and Industry (DIHK) and a Malaysian Skills Advanced Diploma by JPK.