



February  
2019  
to  
January  
2020

CIVIL ENGINEERING

INDUSTRIAL ENGINEERING

BUSINESS ADMINISTRATION

# INTERNSHIP SWITZERLAND

Do your **MASTER'S Thesis**  
with **CEMEX**,  
a truly global company  
at the **CEMEX Research Group**  
where you will also **gain experience**  
developing **new technology**  
in the **materials building sector**

Expenses, including travel, accommodation, food supplement & local transportation will be covered by CEMEX Research Group.

## ABOUT THE POSITION

Area: **Commercial and Intellectual Property Business Development**

The Commercial and Marketing area has the objective to engage with the operations to capture, formalize and consolidate commercial know-how across CEMEX. The intention is for the student to **learn how to build a business model**.

## ACTIVITIES

Evaluate diverse business models in a holistic way, CEMEX Value Added Products, technologies and novel applications.

Benchmark business models (Diverse Industries).

Segmentation - key market element for implementation.

Competition situation.

Design and implement mechanisms to improve and achieve optimal processes.

Support to main administrative activities (purchases, invoice controlling, contact with suppliers).

## MOTIVATION

Create a new business opportunity.

Increase our customer offer / services.

Create differentiation in concrete commodities.

Pursue a Continuous Improvement Culture.

## DELIVERABLES

Develop prototypes.

Industrial trials.

Finalize the business upscale (capex-resources).

Technology transfer package: Document, Learn and Adapt.

(<https://www.cemex.com/location/switzerland>)

## What do I need?

European passport, CV,  
Motivation and  
Recommendation letter,  
Transcript and  
English certificate.

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