



**Sino-German Capacity Building Trainee Programme for Young Professionals  
in the Agricultural Sector, 2018**

**Host of traineeship / Trainee profile**

**2018 中德青年农业实用人才能力建设项目**

**实习单位介绍及学员背景需求**

<b>Name of the company / host</b> 实习单位名称	<div> <b>CAISLEY International GmbH</b>          德国凯斯乐耳标企业           in cooperation with          与   <b>MENNO CHEMIE-VERTRIEB GMBH</b>          德国 MENNO 公司          And          和   <b>farm concepts GmbH &amp; Co. KG</b>          德国 farm concepts 公司合作       </div> <div>        </div>
<b>Description of company</b> 实习单位简介	<p>Caisley International is a Germany based internationally operating company that supplies innovative and holistic solutions for animal identification.          凯斯乐是一家总部设在德国的跨国公司，致力于为动物识别提供创新和全面的解决方案。</p> <p>MENNO CHEMIE develops and supplies products and concepts for disinfectants, insecticides, detergents and special products for intensive livestock farming, the food industry and crop production.          MENNO CHEMIE 开发并供应包括消毒剂、杀虫剂、洗涤剂，以及用于集约化畜牧业、食品工业和作物生产的特种产品。</p> <p>Farm concepts is an agricultural consulting company with a focus on pig production. In addition to agricultural companies farm concepts provides as well consulting services for up- and downstream organizations of the pig sector.          Farm concepts 是一家专注猪业生产的农业咨询公司。除农业企业外，Farm concepts 还为猪业上下游机构提供咨询服务。</p>
<b>Homepage 官网</b>	<a href="http://www.caisley.de/en/">http://www.caisley.de/en/</a>  <a href="http://www.menno.de">http://www.menno.de</a>

	<a href="http://www.farm-concepts.de/">http://www.farm-concepts.de/</a>	
<b>Address</b> 地址	Caisley International GmbH Harderhook 31 46395 Bocholt Germany  farm concepts GmbH & Co. KG Mühlenberg 6 24857 Fehrdorf	MENNO CHEMIE-VERTRIEB GMBH Langer Kamp 104 22850 Norderstedt Germany
<b>Number of trainee positions</b> 学员人数	1	
<b>Technical content of the training</b> 培训的技术内容	<p>Caisley: Technical training in livestock identification for pigs and cattle (systems and practical use), data bases and interfaces to national animal registration systems, sales training  凯斯乐: 猪和牛的牲畜识别技术培训(系统和实际应用)、数据库和国家动物注册系统的界面、销售培训</p> <p>Menno: technical introduction to disinfection and application systems  Menno: 消毒和应用系统的技术介绍</p> <p>Farm concepts: introduction into the structure and work of an agricultural consulting company, specific focus on pig production  Farm concepts: 介绍一家农业咨询公司的架构和工作内容, 侧重猪业生产</p>	
<b>Working area(s) within the company</b> 实习单位内的工作领域	Marketing and sales, product production, customer service, IT, development, study planning 市场和销售、产品生产、客户服务、IT、开发、研究计划	
<b>Required skills</b> 所需技能		
<ul style="list-style-type: none"> <li>- <b>Education</b></li> <li>- 教育经历</li> </ul>	Degree in Business Informatics or similar, first practical experience in a Chinese company in the agricultural sector with emphasis on the livestock sector 拥有商业信息学或相关专业的学位 拥有在农业畜牧领域的中国企业里一线实践工作的经验	
<ul style="list-style-type: none"> <li>- <b>Specific Knowledge</b></li> <li>- 具体专业知识</li> </ul>	<ul style="list-style-type: none"> <li>• Experience in marketing and supply of inputs to agricultural farms in China</li> <li>• Good skills in computer languages as well as Microsoft office software</li> <li>• Basic statistical knowledge</li> <li>• 向中国农场销售和供应农场投入品的经验</li> <li>• 良好的计算机语言和办公软件技能</li> <li>• 基本的统计学知识</li> </ul>	
<ul style="list-style-type: none"> <li>- <b>Soft skills</b></li> <li>- 软技能</li> </ul>	<ul style="list-style-type: none"> <li>• Understanding and willing to learn more about the German business culture</li> <li>• International contacts</li> <li>• 理解并愿意了解更多的德国商业文化</li> <li>• 国际交流</li> </ul>	
<ul style="list-style-type: none"> <li>- <b>Language skills</b></li> <li>- 语言技能</li> </ul>	German proficiency: very good command, written and spoken English proficiency: basic command, written and spoken 德语水平: 熟练, 良好的书面和口头表达能力 英语水平: 流畅, 基本的书面与口头表达能力	



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**实习单位介绍及学员背景需求**

<b>Name of the company / host</b> 实习单位名称	<b>Sano Modern Animal Nutrition</b> 德国萨诺现代动物营养公司  in cooperation with 与 <b>dsp-Agrosoft GmbH</b> dsp 农业软件公司合作
<b>Description of company</b> 实习单位简介	<div>   </div> <p>With over 40 years of experience, Sano provides farmers with experience and competence in the field of modern animal nutrition.</p> <p>DSP develops complex agri-management software solutions. The DSP software supports farmers in the use of different production technologies for animal and plant production as well as in accounting and business analysis.</p> <p>40 多年来，萨诺一直致力于为农民提供现代动物营养领域的经验与技能。</p> <p>DSP 专业致力于开发复杂的农业管理软件解决方案。其软件可帮助农民通过使用不同的生产技术来从事动植物生产，并可在财务和商业分析方面为农民提供支持。</p>
<b>Homepage 官网</b>	<a href="http://www.sano-online.cn/">http://www.sano-online.cn/</a>  <a href="http://herde-net.de/">http://herde-net.de/</a>
<b>Address 地址</b>	<div> <div>Sano - Moderne Tierernährung GmbH Grafenwald 1 84180 Loiching</div> <div>dsp-Agrosoft GmbH Parkring 3 14669 Ketzin/Havel</div> </div>
<b>Number of trainee positions 学员人数</b>	1
<b>Technical content of the training 培训的技术内容</b>	<p>Understanding herd management systems for dairy production. Supporting the roll out plan of a herd management system in China.</p> <p>了解乳制品生产的畜群管理系统。</p> <p>为畜群管理系统在中国的推广计划提供支持。</p>

<b>Working area(s)</b> <b>within the company</b> 实习单位内的工作领域	Business Development 业务发展
<b>Required skills</b> 所需技能	
<ul style="list-style-type: none"> <li>- <b>Education</b></li> <li>- 教育经历</li> </ul>	Master degree in animal science or similar 动物科学或相关专业硕士学位
<ul style="list-style-type: none"> <li>- <b>Specific Knowledge</b></li> <li>- 具体专业知识</li> </ul>	<ul style="list-style-type: none"> <li>• Agricultural background, ideally in dairy cow physiology</li> <li>• Understanding of metabolic diseases, nutrition related knowledge about metabolic diseases</li> <li>• Herd management skills</li> <li>• Good computer skills</li> <li>• 农业背景，奶牛生理学相关专业为佳</li> <li>• 了解代谢疾病，以及与之相关的营养学知识</li> <li>• 畜群管理技能</li> <li>• 良好的计算机技能</li> </ul>
<ul style="list-style-type: none"> <li>- <b>Soft skills</b></li> <li>- 软技能</li> </ul>	<ul style="list-style-type: none"> <li>• High motivation and communication skills</li> <li>• Trustful and loyal personality</li> <li>• 积极主动、较强的沟通能力</li> <li>• 忠诚可靠</li> </ul>
<ul style="list-style-type: none"> <li>- <b>Language skills</b></li> <li>- 语言技能</li> </ul>	English proficiency: very good command, written and spoken German language skills are an asset 英语水平：熟练，良好的书面和口头表达能力 会德语者优先




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### 实习单位介绍及学员背景需求

<b>Name of the company / host</b>	<b>Big Dutchman International GmbH</b> Department pig production  大荷兰人国际有限公司 养猪生产部门
<b>Description of company</b>	Big Dutchman plans and realises feeding systems and housing equipment for modern pig and poultry production. Big Dutchman works across five continents and in more than 100 countries. 大荷兰人致力于现代化养猪业及家禽业的饲喂系统和房舍设备的研发。业务遍布全球五大洲 100 多个国家。
<b>Homepage</b>	<a href="https://www.bigdutchman.org.cn/cn/pig-production/news.html">https://www.bigdutchman.org.cn/cn/pig-production/news.html</a>
<b>Address</b>	Auf der Lage 2 49377 Vechta Germany
<b>Number of trainee positions</b>	2
<b>Technical content of the training</b>	Training in different departments of the company to transfer an overview on how different projects in Europe look like and how they are handled. 在公司的不同部门进行培训，以便对各项目在欧洲的背景概况与实施有全面了解
<b>Working area(s) within the company</b>	Development, Drawing department, Project planning department, Project realization department, Claim Department 开发设计部、项目策划部、项目实施部、理赔部
<b>Required skills</b>	
- <b>Education</b>	Bachelor or Master degree, young professional of engineering (mechanical or electric) or agricultural engineering 机械或电气工程，或农业工程专业的年轻学士或硕士
- <b>Specific Knowledge</b>	<ul style="list-style-type: none"> <li>• All MS Office programs</li> <li>• AUTO CAD skills are required</li> <li>• Experiences in pig production can be an asset</li> <li>• 熟练使用所有微软办公软件</li> <li>• 要求掌握 AUTO CAD 技能</li> <li>• 拥有养猪生产从业经验者优先考虑</li> </ul>
- <b>Soft skills</b>	Communication skills

	沟通技巧
- <b>Language skills</b>	English proficiency: very good command, written and spoken German language skills are an asset 英语水平：熟练，良好的书面和口头表达能力 会德语者优先



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**实习单位介绍及学员背景需求**

<b>Name of the company / host</b> 实习单位名称	<b>Big Dutchman International GmbH</b> Department egg production  大荷兰人国际有限公司 禽蛋生产部门
<b>Description of Company</b> 实习单位简介	Big Dutchman plans and realizes feeding systems and housing equipment for modern pig and poultry production. Big Dutchman works across five continents and in more than 100 countries. 大荷兰人致力于现代化养猪业及家禽业的饲喂系统和房舍设备的研发。业务遍布全球五大洲 100 多个国家。
<b>Homepage 官网</b>	<a href="https://www.bigdutchman.org.cn/cn/egg-production/news.html">https://www.bigdutchman.org.cn/cn/egg-production/news.html</a>
<b>Address</b> 地址	Auf der Lage 2 49377 Vechta Germany
<b>Number of trainee positions</b> 学员人数	2
<b>Technical content of the training</b> 培训的技术内容	Training in different departments of the company to transfer an overview on how projects for "Alternative laying systems" in Europe look like and how they are handled 在公司的不同部门进行培训，以便对“可选择式蛋生产系统”项目在欧州的背景概况与实施有全面了解
<b>Working area(s) within the company</b> 实习单位内的工作领域	Development, Drawing department, Project planning department, Project realization department, Claim Department. Furthermore, working on a farm with pullets and laying hens is required. 开发设计部、项目策划部、项目实施部、理赔部。 此外，还需要在饲养母鸡和蛋鸡的农场工作。
<b>Required skills</b> 所需技能	
<ul style="list-style-type: none"><li>- <b>Education</b></li><li>- <b>教育经历</b></li></ul>	Master degree, young professional of engineering (mechanical or electric) or agricultural engineering 机械或电气工程，或农业工程专业的年轻硕士

<ul style="list-style-type: none"> <li>- <b>Specific Knowledge</b></li> <li>- 具体专业知识</li> </ul>	<ul style="list-style-type: none"> <li>• All MS Office programs</li> <li>• AUTO CAD skills are required</li> <li>• 熟练使用所有微软办公软件</li> <li>• 要求掌握 AUTO CAD 技能</li> </ul>
<ul style="list-style-type: none"> <li>- <b>Soft skills</b></li> <li>- 软技能</li> </ul>	<ul style="list-style-type: none"> <li>• Communication skills 沟通技巧</li> <li>• Leadership skills 领导技能</li> </ul>
<ul style="list-style-type: none"> <li>- <b>Language skills</b></li> <li>- 语言技能</li> </ul>	<p>English proficiency: very good command, written and spoken  German language skills are an asset  英语水平：熟练，良好的书面和口头表达能力  会德语者优先</p>
<p><b>Other remarks</b>  其他备注</p>	<p>This offer refers in particular to “<u>Alternative laying management</u>”, i.e. the production of commercial eggs in “Cage-Free” housing systems.  此培训主要涉及“可选择式蛋生产管理”，即在“无笼养”房舍系统中进行蛋产品的生产。</p>





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实习单位介绍及学员背景需求

<b>Name of the company / host</b> 实习单位名称	<b>MASTERRIND GmbH</b> 德国诺丁林种畜基因产品公司 
<b>Description of Company</b> 实习单位简介	<p>With headquarters in Verden and regional centers in Meissen and Bad Zwischenahn, MASTERRIND assists more than 8,500 farmers with approximately 619,700 Herd Book cows of the Holstein breed and almost 11,000 Herd Book cows of different beef breeds.</p> <p>MASTERRIND offers solutions for cattle farmers out of one hand. This means maximum success for all members and customers in breeding, marketing, reproduction management and acquisition of equipment for successful dairy and beef farming.</p> <p>诺丁林总部位于德国下萨克森州文登市（Verden），并在迈森市（Meissen）和巴特茨维什安市（Bad Zwischenahn）设有区域中心。</p> <p>诺丁林拥有超过 8500 家会员牛场，荷斯坦注册奶牛存栏量约为 619,700 头，不同品种的注册肉牛存栏量近 11,000 头。</p> <p>诺丁林为牛场提供一整套的解决方案，这意味着所有的会员牛场和客户都能在育种、市场营销、繁殖管理，以及采购肉牛和奶牛养殖设备方面取得最大的成功。</p>
<b>Homepage 官网</b>	<a href="http://www.masterrind.cn/">http://www.masterrind.cn/</a>
<b>Address</b> 地址	Osterkrug 20 27283 Verden Germany
<b>Number of trainee positions</b> 学员人数	1
<b>Technical content of the training</b> 培训的技术内容	Bovine breeding management and tools, reproduction services and technics, biotechnology in bovine breeding sector 牛育种管理与工具、繁殖服务与技术、牛育种领域的生物技术
<b>Working area(s) within the company</b>	Departments of animal breeding, reproduction and biotechnology 动物育种、繁殖和生物技术部门

实习单位内的工作领域	
<b>Required skills</b> 所需技能	
<ul style="list-style-type: none"> <li>- <b>Education</b></li> <li>- 教育经历</li> </ul>	Master or Bachelor degree in Animal Production or Animal Breeding, Degree in Veterinary Medicine or similar degrees 动物生产或动物遗传育种专业硕士或学士学位，兽医专业学位或相关专业学位
<ul style="list-style-type: none"> <li>- <b>Specific Knowledge</b></li> <li>- 具体专业知识</li> </ul>	Experiences in applied animal breeding or production sector 应用动物育种或生产部门的经验
<ul style="list-style-type: none"> <li>- <b>Soft skills</b></li> <li>- 软技能</li> </ul>	motivated, open minded, flexible and adaptable personality 积极主动，开放包容，灵活，适应性强
<ul style="list-style-type: none"> <li>- <b>Language skills</b></li> <li>- 语言技能</li> </ul>	English proficiency: very good command, written and spoken German language skills are an asset 英语水平：熟练，良好的书面和口头表达能力 会德语者优先
<b>Other remarks</b> 其他备注	Interest in German culture and public life 对德国文化和公共生活感兴趣



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<b>Name of the company / host</b> 实习单位名称	<b>Besamungsverein Neustadt a.d. Aisch e.V.</b> 德国宝牛育种中心，简称 BVN	
<b>Description of Company</b> 实习单位简介	BVN is a German cattle and pig breeder. As a service provider, BVN offers a wide and varied range of cattle and pig sperm, insemination service, embryo transfer and various consulting services. 德国宝牛育种中心是一家专业从事牛和猪育种的企业，作为服务商可向客户提供各式品种的牛和猪冻精、授精服务、胚胎移植以及各种咨询服务。	
<b>Homepage 官网</b>	<a href="http://www.bvn.cn/">http://www.bvn.cn/</a>	
<b>Address</b> 地址	Karl-Eibl-Straße 17-27 91413 Neustadt a.d. Aisch Germany	
<b>Number of trainee positions</b> 学员人数	1	
<b>Technical content of the training</b> 培训的技术内容	Cattle genetics and implementation of a cattle breeding programme for Fleckvieh (dual-purpose breed), artificial insemination and reproduction 牛遗传学；参与实施德系西门塔尔牛（弗莱维赫——乳肉兼用型品种）的育种项目，包括牛的人工授精与繁殖	
<b>Working area(s) within the company</b> 实习单位内的工作领域	AI-stud, AI-service, breeding department, breeding management and extension, with special emphasis on the Fleckvieh breed 人工授精监控室、人工授精服务、育种部门、育种管理与推广，侧重德系西门塔尔牛（弗莱维赫）	
<b>Required skills</b> 所需技能		
- <b>Education</b> - 教育经历	Master or Bachelor degree in animal production or animal breeding, Degree in Veterinary Medicine or similar degrees 动物生产或动物遗传育种专业硕士或学士学位，兽医专业学位或相关专业学位	

<ul style="list-style-type: none"><li>- <b>Specific Knowledge</b></li><li>- 具体专业知识</li></ul>	Cattle breeding 牛的育种
<ul style="list-style-type: none"><li>- <b>Soft skills</b></li><li>- 软技能</li></ul>	Motivated and open minded personality 积极主动，开放包容
<ul style="list-style-type: none"><li>- <b>Language skills</b></li><li>- 语言技能</li></ul>	English proficiency: very good command, written and spoken German language skills are an asset 英语水平：熟练，良好的书面和口头表达能力 会德语者优先
<b>Other remarks</b> 其他备注	Interest in German culture in a rural area (Bavaria, between Nuremberg and Wurzburg) 对德国乡村文化感兴趣（巴伐利亚州，纽伦堡至维尔茨堡地区）



中国农业农村部国际交流服务中心



德国 ADT 项目执行企业




德国农业协会

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#### 实习单位及学员背景介绍

<b>Name of the company / host</b> 实习单位名称	<b>DMK Deutsches Milchkontor GmbH</b> 德国诺德胡马纳公司，简称 DMK	
<b>Description of the company</b> 实习单位简介	DMK is Germany's largest dairy company. The company's headquarter is located in Bremen. In 25 locations DMK collects milk from 8.600 dairy farmers. DMK processes milk and produces high quality consumer products. The main clients are retailer and the food industry. DMK 是德国最大的乳品公司，总部位于不来梅。25 不同地区的 8.600 个奶农向 DMK 提供牛奶。DMK 公司加工牛奶并生产高质量的消费品，其主要客户是零售商和食品行业。	
<b>Homepage 官网</b>	<a href="http://dmk.de/en/">http://dmk.de/en/</a>	
<b>Address</b> 地址	Flughafenallee 17 28199 Bremen Germany	
<b>Number of trainee positions</b> 学员人数	1	
<b>Technical content of the training</b> 培训的技术内容	Introduction to manufacturing dairy ingredients for industrial applications 行业应用中的乳品制造成分介绍	
<b>Working area(s) within the company</b> 实习单位内的工作领域	Research & Development / production / sales / marketing 研究与开发/生产/销售/营销	
<b>Required skills</b> 所需技能		
- <b>Education</b> 教育经历	Bachelor or Master degree food technology 食品技术专业本科或硕士	
- <b>Specific Knowledge</b> 具体专业知识	Industrial applications in food manufacturing 食品制造业的工业应用	
- <b>Soft skills</b> 软技能	Motivated, interested to work in an international environment, open minded 积极主动，开放包容，热爱在国际化环境中工作	
- <b>Language skills</b> 语言技能	English proficiency: very good command, written and spoken 英语水平：熟练，良好的书面和口头表达能力	