TERM OF REFERENCE (ToR)

FOR THE RECRUITMENT OF OASIS PROGRAM

**GENERAL INFORMAION**

**Post Title:** Recruitment of OASIS interns

**Host Organization:** Pessl Instruments

**Duty Station:** Home-based internship & HQ(subject to change according to world-wide COVID-19 situation)

**Expected Places of Travel:** Austria(subject to change according to world-wide COVID-19 situation)

**Duration:** 5 months

**Expected Start Date:** During October 2021

**JOB DESCRIPTION**

# SCOPE OF ASSIGNMENT

# Project Support and Asian Market entrance activities, as described below:

# -Market & Business research - Korea and Japan are quite isolated, they have their own high tech industry and generally only look at local companies. The intern will help us understand the market possibilities for our range of products and services using local resellers. We also need a competitor analysis with their products and pricing. It would also be important to research and present a summary on the importation process.

# -LPWAN Product Registrations - PESSL needs a better understanding of the IoT landscape for both Korea and Japan, specifically NB-IoT and LoRaWAN. We have sent a NB-IoT device to Kyung Nong Corp http://www.knco.co.kr/company/en\_aboutus/ and they will be coordinating the testing and approval process for our NB-IoT device with SK Telecom. The intern will assist in this process and also help with our plans to do the same in Japan.

# -Support to Digital Farm Advisor Project 24 months duration - The intern could support the Market, Marketing, Training, and other project related activities in Malaysia, Vietnam, Indonesia, and Thailand

# EXPECTED DURATION OF ASSIGNMENT

5 months

# QUALIFICATION/EXPERIENCE

The successful offeror shall meet the following minimum criteria:

# EDUCATION

* Marketing/Sales/Business with Agronomic background

# EXPERIENCE

* Project support or management activities
* Business or marketing related activities

# LANGUAGE

* Fluency in English

**FUNCTIONAL COMPETENCIES**

* Communication skills, possible contact with clients, partners;
* Organization skills to support the project documentation, deliverables, reports;
* Internal and customer training material preparation support(product manuals, brochures, videos, webinars, events, website, catalogue, etc.)

**Core Competencies**

* cooperative, interested in those topics, contribute to the team and our work process
* communication & organization skills
* marketing material preparation, conference, support, correction, etc (product manuals, brochures, videos, webinars, events, website, catalogue, etc)
* ability to provide structured reports and presentation