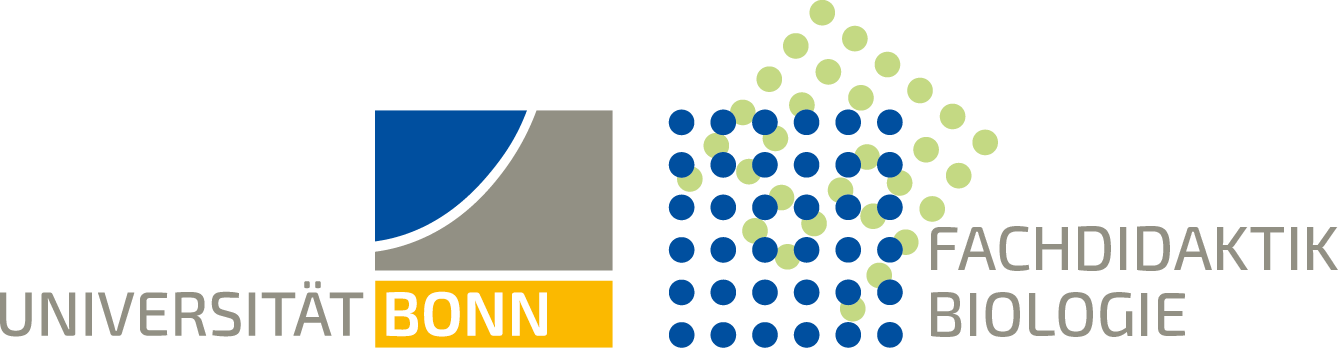


Material

Road Salt

University of Bonn, Biology Education

* 4 Career Stories (Envelope A)
* Task (Envelope A)





**Name:**

Alexa Saider

“As a chemist, I have the opportunity to be creative and develop new products that simplify our everyday life.“

**Job Title**:

Chemist

**Career:**

After successfully completing my high school diploma, I decided to continue my **studies in chemistry** at The University of Munich. The course was extremely tough but I have always appreciated challenges. However, having worked hard all day one can always enjoy some spare time in the beer garden with fellow students. ☺

Following my studies, I travelled to Australia for three month to clear my mind. Back in Germany I applied as a chemist to five companies all over the country, ending up with three job offers. I decided to work for ADDCON as the business also has locations in Norway and I have always wanted to be part of an international team.

**Responsibilities:**

**Development** and **testing of new products** in a **team,** Planning andimplementation of chemical experiments, performing **material tests**, monitoring of operating procedures and results

**Essential skills** in my Job**:**

* Precise and well-structured pursuit
* Ability to work in a team
* Diligence
* Creativity
* Respectable knowledge of mathematical basics

What I need to **know** in my job:

* **Monitoring of procedures and results**
* Proper **usage of materials in the labatory**
* Profound **chemical knowledge**
* **Appropiate disposal of chemicals**
* **Saftey regulations and hygiene standards**

**Name:**

„I would advice anyone to gain work experience through internships. It is the only way to truly discover what is behind a profession. When I began to work after I had finished my studies, I hardly had an idea of what an entrepreneur’s job looks like.“

Bernhard Kochannek

**Job title**:

CEO at ADDCON GmbH

**Career:**

First, I trained to be a **farmer** in my parent’s agricultural business, born and raised in the country so to speak. Afterwards I completed my high school diploma through evening classes and finished my degree in **Agricultural Science**. Later, I took on further studies in **chemistry** at university, to eventually be trained for a position at a French corporation as a **Foreign Language Management Assistant French**.

**Responsibilities:**

**Entrepreneurship**, **business travel**, visiting manufacturing sites in Germany and Norway; developing new ideas to improve the business and establishing **business plans**, in order to receive funding from banks (in these plans I need to precisely explain the investment and how exactly we are going to amortise the debt)

**Essential skills** in my Job:

* Creativity
* Flexibility
* „Thinking outside of the box “
* Be bold and timely (contemporary)
* Profound knowledge of foreign languages

What I need to **know** in my job:

* **Business Management**
* **Guidelines** for drafting applications and business plans
* Profoundknowledge of **chemistry and technology**
* Customer Needs
* Current and prospective challenges **of society** (e.g. the supply of food for an expanding world population)

**Name:**

„You don’t always have to take the direct career path to reach your goals.   
Sometimes you need to take the high road in life, in order to grow and gain experience. One should not be discouraged by setbacks and obstacles on the way!”

Celina Heider

**Job Title**:

Product and Sales Manager Industrial

**Career:**

Training as an Optician, advanced training to become a master optician, **Degree in Business Studies**

**Responsibilities:**

Development, improvement and coordination of communication, market and **sales strategies**, project and quality management, support of sales teams, **customer support and customer acquisition** at home and abroad, processing of tenders and **collaboration with production sites** in Germany and Norway

**Essential skills** in my Job:

* **Basic technical/chemical understanding and interest**
* Team spirit and **communication skills**, presenting skills
* Willingness to aquire new skills
* Working structured and solution-orientated, self-initiative
* Negotiation skills and dealing with customers in a professional manner
* **Flexibility and readiness to travel**
* Profound knowledge of **English** for customer dialogue
* Self confidence

What I need to **know** in my Job:

* **Guidelines** and policies, e.g. de-icing of runways at the airport or those for drafting documents like contracts
* **Principles of chemistry** for e.g. material compatibility and corrosion tests
* **Security standards** and technical data

**Name:**

„In search of my dream job I had to learn how to deal with rejection. However, if you stay focused and stand your ground, you will get a chance to prove yourself.“

Nico Kaufmann

**Job Title**:

Chemical Technician

**Career:**

Following my secondary school qualifications, I applied for an **apprenticeship as a Chemical Technician**. Unfortunately, I was rejected, as the position had already been assigned to someone else. However, the company offered me an **internship** which I accepted. That way I could directly acquire experience on the job, while earning some money. After all, my hard work paid off. When I finished my apprenticeship, I got offered an internship. Having completed my **3 years of training**, I successfully applied for a position at ADDCON GmbH in Bitterfeld.

**Responsibilities:**

**Operating** and **programming of production machines** (e.g. substitution products for road salt, preservatives or leavening agent), measuring and compounding of individual product components, **observation of chemical processes** within the machine, **monitoring** work steps and results.

**Essential skills in** my Job:

* Accuracy
* Ability to work in a team
* Conscientiousness
* Strong sense of responsibility
* Technical skills and craftsmanship

What I need to **know** in my job:

* **Technical mechanisms**
* Appropiate **handling of machines**
* **Security regulations** and **hygiene standards**
* **Fire codes** and emergency procedures
* Profound **chemical skills**

**Envelope A**

1. Distribute these four profiles within your group and read them carefully.
2. **Present these people to each other by taking on their roles for instance**.

* What is your profession?
* How did you get where you are now?
* What do you do in your job?

etc.

1. Two of these people actually work for ADDCON, the other two are fictitious.

**Discuss which of the profiles you consider genuine**.

Once you are finished with this, go ahead with the photostory.