Target group: Potential Interns
Aim: Recruitment for pilot internship program in 2024

Kimberly Toops PhD
US Central Regional Sales Manager
A brief intro to ZEISS

ZEISS Group

ZEISS – an Internationally Leading Technology Enterprise

1846
founded by Carl Zeiss in Jena

100
locations in almost 50 countries

32000
employees worldwide

The Carl Zeiss Foundation

The Carl Zeiss Foundation is the sole shareholder of Carl Zeiss AG. This special ownership structure ensures stability: The Foundation’s constitution prohibits the sale of shares, e.g. through an initial public offering. For that reason, the company’s shares are not listed on any stock exchange.

Carl Zeiss (1816–1888)  Ernst Abbe (1840-1905)

Industry
Optics and optoelectronics industries

Segments
Semiconductor Manufacturing Technology
Industrial Quality & Research
Medical Technology
Consumer Markets

Locations
Headquartered in Oberkochen, Germany,
ZEISS is represented in nearly 50 countries around the world.

Revenue
€7.529bn in fiscal year 2020/21
(Status: 30 September 2021)

Research and development expenses
943 million euros
## Shaping the Future
### ZEISS Segments

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**Strategic Business Units**

- Semiconductor Manufacturing Optics
- Semiconductor Mask Solutions
- Process Control Solutions
- Industrial Quality Solutions
- Research Microscopy Solutions
- Microsurgery
- Ophthalmic Devices
- Vision Care
- Consumer Products
Assuring Quality and Precision – Seeing even the Finest Details
Industrial Quality & Research

**Industrial Quality Solutions**
- Contact and optical measuring systems
- Computed tomography
- Measuring, analysis & management software

**Research Microscopy Solutions**
- Light microscopy
- Laser scanning microscopy
- Electron and ion microscopy
- X-ray microscopy
What kind of jobs does ZEISS Research Microscopy Solutions US have?

Some industry job titles that you may or may not be familiar with:

- Account Manager
- Sales Manager
- Marketing Director
- Product Manager
- Product Application Sales Specialist
- Technical Support Specialist
- Director
- Business Development Specialist
- Project Manager
- Service Engineer
- Regional Service Manager

But these aren’t R&D – what about my PhD?

- When a company makes products for scientists, scientists are needed to communicate at the level of expertise required for scientific customers.
- Skills scientists have (presentation, writing, problem solving, project management etc.) can be invaluable to businesses and you use them every day but in different ways.
- Non-R&D jobs can provide opportunities to explore interests like travel, entrepreneurship, business, and building networks.
- High degree of career mobility, flexibility and earning power.
- High degree of back and forth with Imaging Cores.
**ZEISS Trainee Program Goals and Opportunities**

**Goals**

- The ZEISS goal is to help students understand career paths in industry related to a company’s sales organization including roles directly in sales as well those in technical support, instrument service, and leadership. Specific attention is given to the unique history of ZEISS and the culture of RMS NA.

- Our programs are designed to give interns a holistic view of career paths people with bachelor’s, master’s, or PhD’s have within ZEISS as well as opportunities to talk and work with them directly.

- Interns receive hands on experience with a state-of-the-art microscope system with ZEISS personnel during installation, calibration and training.

- Protégé’s and Apprenticeships are full time hires that receive on the job immersive learning/training in preparation for specific roles, combined with opportunities to learn about all roles within the organization.

**Opportunities for Trainees**

- ZEISS Mini-internships (2-3 weeks, kimberly.toops@zeiss.com)
- ZEISS Service Internship (6 weeks, william.batman@zeiss.com)
- ZEISS Summer Experience Internship (7 weeks, kimberly.toops@zeiss.com)
- ZEISS Summer Internship at Wood’s Hole MBL or Dublin ZMCC (~2.5 months chris.Bjornsson@zeiss.com; rebecca.duffy@zeiss.com)
- ZEISS Protégé Program for Sales (6-12 months elise.shumsky@zeiss.com)
- ZEISS Apprenticeships with Service (6-12 months, william.batman@zeiss.com)