



DuPont Management Leadership Development Program (MLDP)

Location: 竹南

The DuPont Management Leadership Development Program (MLDP) offers you an accelerated, tailored career path and prepares you to assume a leadership role. The management, marketing and strategy skills you bring to your roles will contribute to high-impact assignments oriented to your individual career goals and development ambitions. You will benefit from the structured mentorship of corporate leaders, a network of community peers, and exposure to the diverse businesses within DuPont.

Education & Qualification

- Engineering/ Science Graduate with MBA from reputed college and keen in B2B industrial
- Proficiency in English and Mandarin, strong analytical & communication skills.

Soft skills & Competencies

Communication Skill:

- Strong communication skills in various forms to reflect the audience, content or situation.
- Actively listen on behalf of the organization and shares critical customer information across DuPont's businesses.
- Use advanced questioning approach to identify critical customer issues and buying intention.
- Bring customer insight through a needs discovery approach.
- Handle objections at all stages of the buying cycle.

Business Acumen:

- Mostly demonstrates the ability to use business model knowledge to create solutions beneficial to both DuPont and its customer's in pharmaceutical/ packaging industry segment

Customer and Industry Knowledge:

- Facilitating the exchange of ideas related to industry issues and customers' business strategies.
- Acquire deep industry- specific knowledge, customer knowledge and provide customers with value added information (pertinent to the various decision makers) about market trends and how these may impact their organization.
- Foresee industry changes and communicates information back to DuPont about trends that may impact present & future planning.
- Shapes future of the business based on in-depth business and contextual knowledge. Extensive knowledge down the value chain and throughout the industry.
- Integrates Business Strategy into direction for the Marketing strategy & sales execution

Result Orientation:

- Acts in an entrepreneurial way; takes risks that serve the best interest of DuPont and its customers.
- Effectively manages crisis situations by turning obstacles into opportunities for DuPont.
- Demonstrate a positive attitude; champions an environment in which challenges are viewed as an opportunity to achieve greater results.



Self-Development Focus:

- Embraces self-development as a key to personal success and serves as a role model for continuous development.
- Constantly challenges self and others to proactively develop new skills in anticipation of changing business needs.
- Serves as a guide for less experienced co-workers; helps to create a learning environment where people feel ownership for their own skill development.

Technical Knowledge of Products and Applications:

- Provides “voice of customer” to the development group on ways to improve the BU’s products and services for customers.
- Understands competitors’ offerings and the ways they compare to DuPont’s offerings. Articulates to customers the points of comparison and differentiation between DuPont’s products and those of its competitor.