



“RENEWABLES BUSINESS” SEMINAR PROGRAMME, WINTER SEMESTER 2018/2019

INTENSIVE SHORT COURSE:

“SRH-CERTIFIED SOLAR EMPLOYEE” (SOLAR WINTER SCHOOL)

This industry-developed 6-week course (in English) prepares individuals with an engineering, business management or commercial background with the necessary qualifications needed for **professional engagement in national and international firms** active in the field of **Photovoltaic Solar Energy**.

Designed with a focus on practical knowledge transfer, this hands-on career development program will:

- connect you to professionals from industry and academia
- enhance your business and industry relevant practical skillset
- improve your international employment perspectives, in emerging and mature markets

The global solar energy industry has grown exponentially, demonstrating high sales turnover worldwide. Qualified solar professionals with industry experience are attractive candidates as international firms seek to expand their operations into emerging markets.

Together with well-respected trainers, active in the solar business, SRH Hochschule Berlin offers you the essential knowledge and industry contacts you need to forge a successful career in the solar industry. We look forward to welcoming you in Germany early next year.

Please register to the application process **as soon as possible!**

You are welcome to find out more about this innovative training format on the following pages.



EDUCATION “SRH-CERTIFIED SOLAR EMPLOYEE” AT A GLANCE

Total Commitment

Approximately 6 weeks

- 2 weeks personal online preparation with tutors
- 2 weeks training with focus on practice in Berlin, Germany
- Minimum half-week internship at a German or international solar company
- 2 months online follow-up and networking support

Course Duration in Berlin

▪ **February 04-17, 2019**

- Please note that there is another track being offered over the same period: **“SRH-certified Solar Entrepreneur”**, which focuses on developing the skills needed for independent, entrepreneurial engagement in the field of solar energy. Please contact us for more details

Admission Requirements

- Individuals with engineering, business or commercial background
- Working professionals employed in a solar company or freelancing in the solar field, renewable energies students and recent graduates
- Sufficient English language skills
- Letter of motivation and CV, which will be followed by a Skype interview with representatives of the SRH Hochschule and a mentoring solar company



Course Content

- **Online preparation** course covering fundamentals in technology (technical terminology, PV systems design, energy yield calculation, profitability analysis) and business (marketing and sales, company structure, corporate identity and in-house processes, international trade and general business administration, desk and field work basics)
- In Berlin, participants will consolidate and deepen their **technological knowledge** acquired during the online preparation course through: hands-on systems engineering, practical system simulation and cost analysis with software support, discussion of quality and costs of PV system components on the market, installation, commissioning and maintenance procedures
- In Berlin, participants will also increase their understanding of daily **working tasks in a company**: effective business communication with international partner companies and customers, business development, innovative corporate culture, team work, business etiquette, consumer and after-sales service, purchasing, quality control, overview of controlling, warehousing, supply chain management, finance and banking aspects.
- Excursions to production facilities in Berlin
- Extracurricular cultural program
- On-site cooperation with (German and international) partner companies: presentation of company staff, discussion of future workflow, cooperation agreements in place of business (**short internship**)
- Online follow-up: forum and discussion board, network development



Features

- Highly **practical** and **realistic**: the effective content targets the relevant essentials needed in everyday professional practice within a solar energy firm
- **Efficient**: focus on the participants/target markets, content is tailored to provide participants with useful and relevant information. Classes will be goal-oriented: approximately 15 pre-qualified individuals ensure a comprehensive group and networking potential
- **Concise**, descriptive, **well-organized**, very understandable and focused on necessary training materials, presentations and documentation

Qualification

- **Certified**: award of a certificate accredited by SRH (eq. 5 ECTS credit points for students) taught by experienced instructors from the academic and professional sectors focussing on upskilling and improving employee performance
- Strong proximity to **reputable companies** in the solar industry: mentoring and partnership potential

Course Fee

- 1,220.00 € incl. tax. A partial scholarship of up to 500 € and payment in increments are possible in certain cases

Please contact the course coordinator Matthias Raab (re-training@srh-hochschule-berlin.de, Tel. +49-162-8002010) for further information.

In cooperation with:

International Institute of Sustainability Management (IISM) at SRH Hochschule Berlin

PV-Projects Agency - Berlin



Projects for Sustainable Development – Global Marketing of Photovoltaics



SRH Hochschule Berlin

10587 Berlin

Ernst-Reuter Platz 10

Tel. +49-30-374 374 0

info@srh-hochschule-berlin.de

www.srh-hochschule-berlin.de