

On-the-job learning report
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China

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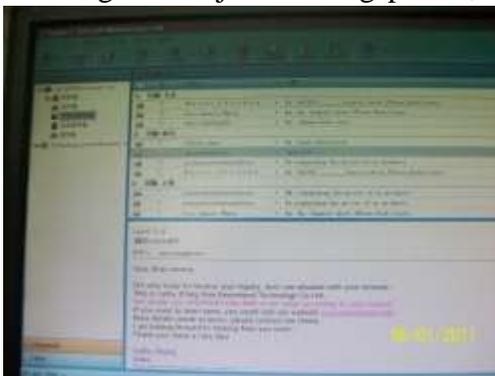
From 23 May 2011 to 5 June 2011, I was doing on-the-job learning in Emoonland Electronics Technology Limited Company in Shenzhen in China. The website of this company is www.emoonland.com/www.emoonland.net. This company is mainly dealing with international trade which specializes in providing full range of spare parts or accessories for iPhone, iPod, iPad, blackberry phone and palm cellular phone since 2005 (such as iPhone 4 LCD Screen with Glass Digitizer Assembly, touch panel screen, display screen and back cover are best-selling).



It is a large company dominated in big market as the leader of cellular phone accessories in China with good sales team and excellent product performance. The principle of company, which the employees need to persist in, is that customer's satisfaction is our success. The production capacity should be meeting with customer's requirements including the quality, the price and the delivery in any quantity worldwide.

Moreover; I can absolutely see a lot of inquiry from clients from other countries on the company's website. The products of the company are also selling well in the markets of America, Europe, Africa and Mid East and so on. It stated that Emoonland Company has a large competitive market both in domestic and international market.

During on-the-job learning period, I was as a saleswoman to take responsibility in contacting with the customers from others countries through live chat or E-mail/Msn/Skype and so on. In addition, www.salese002@moonland.com is mainly used in work.



At the same time, I add some customers to Skype and Windows Live Message address in order to facilitate furtherer and smoother communication and make them more understanding of the company and products. I talked very well with them through it. I also checked some inquiries and information which the buyers may be interested in through trade key, which is a professional platform between business to business and business to customer among the marketplace. The key is to go through to global trade. Many

companies also registered at www.tradekey.com, some of which are silver key. Except this platform, there are a lot of methods to build relationship with the customers something like through international purchasing network and domestic online marketing at www.alibaba.com and any else's webpage. With the rapid progress and development of technology and science, it is much easier and quicker to promote and expand our business.

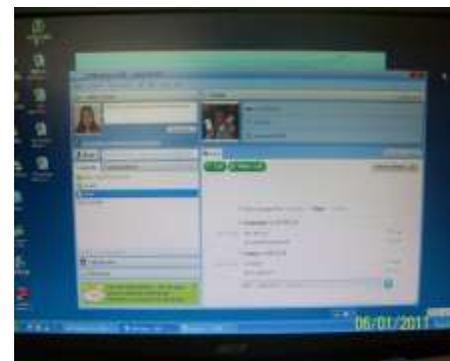


Through on-the-job learning, I had some certain understanding of online marketing and international trade. Online marketing is becoming mainstream of modern business society, especially in international trade. Even though it has some risks and difficulties in trading, it is necessary to make full use of technicians and experts and technology in order to cater business and the needs of
Meanwhile; more courage my mind when I built some from other counties in essential to try my best to excellent service. I was very clients called Denis from very well in my job. I took on-the-job learning in this company. I think I have set up my work direction through this training chance for the future.



the sophisticated specialized skills and to theory of modern current customers. and beliefs were kept in relationship with clients international trade. It is keep honesty and provide happy because one of my Russia said that I did pride in completing my

In addition, China is a country with a large population. The transportation is so jammed that I had to stand face to face and back to back in the bus to reach the working place every day. It is a little difficult to insist on for a long time every day. But I made it because work can bring me happiness and experience from other colleagues. On the other hand; I learnt that there is a large market in iPhone industries in China. A lot of factories and corporations are built in China, some of which are foreign-owned enterprises. China is developing economy to push forward their business to the world. International trade will be boosting at times. But there is still another goal we should keep and maintain in international trade. It is that we should make sure excellent quality to win the marketplace in the world. Quality is our key to get success.





the work instructor

Because of short-term on-the-job learning, I had not accomplished a project for making an invoice. I think it will take longer time to finish a completed trade. It will give me a big challenge for the next on-the-job learning. I will keep on striving for the goal. I believe I can get and make it. I hope you could give me an opportunity to complete my work dream.