



**HUAWEI** is a leading global provider of information and communications technology (ICT) infrastructure and smart devices; with integrated solutions across four key domains – Telecom Networks, IT, Smart devices, and Cloud Services.

We invest heavily in basic research, concentrating on technological breakthroughs that drive the world forward. With more than 180,000 employees, and we operate in more than 170 countries and regions as a leading supplier of next generation telecom networks and currently serve 37 of the world's top 50 operators. We look for people who share **our Vision: We are committed to providing innovative products, services and solutions to create long-term value and growth potential for our clients.** — Building a fully connected and intelligent world to everyone.

## Junior Solution Manager (m/f)

(Vienna; Full-time)

We are looking for **motivated Graduates** who are eager to develop their career at a global leading Telecommunication Company. Join us and be part of our team in one of our two business groups: **Enterprise Business Group or Carrier network Business Group.**

### YOUR MISSION:

Solution expert:

- Providing tailored technical solutions and solution optimizations for new/key customers based on a great understanding of their requirements and market situation.
- Develop and execute sales strategies and product roadmap to extend market share.
- Providing tailored technical solutions and solution optimizations for new/key customers
- Work closely with Account Management and other departments to ensure successful project deliveries
- Responsible for internal process by following SOP

Business elite:

- Become an expert in business negotiation and enhance contract quality.
- Analyzing technical demand, product function and related license
- Support project bidding process by preparing BOM/quotation and maintain project documentation

Marketing expert:

- Closely track industry trends, seize market opportunities, and plan various high-level summits and exhibitions to improve brand competitiveness
- Tracking of purchases and orders

### YOUR PROFILE:

- Bachelor Degree is required in Telecommunications or IT
- Hands-on mentality, eager to learn and develop yourself continuously
- Team player with good communication skills
- Able to work full-time and can work under pressure

- Love to work in a diversified and cross culture organization
- Business fluent in English, German is an advantage

#### **WE OFFER:**

- Competitive salary starting at **31.000 EUR** annual gross
- Attractive benefits and bonus system
- Flexible working time in a multicultural and diversified working environment
- Opportunity to grow through challenges, eLearnings and trainings
- Meal vouchers for lunch at the Eurest Restaurant in the IZD Tower
- Free annual public transport card in Vienna (Job Ticket)
- Free coffee, tea and fruits

#### **HOW TO JOIN US ?**

Please send your detailed **application in English** via e-mail to [applyaustria@huawei.com](mailto:applyaustria@huawei.com) indicating your earliest start date and your salary expectations with the subject: **Junior solution manager**

With your application, you agree with our **Recruitment Privacy Statement**:

[http://r.huaweistatic.com/s/esddp/agreement/v1/app\\_000000035837/PSTA/20201109/Windows/en\\_US.html](http://r.huaweistatic.com/s/esddp/agreement/v1/app_000000035837/PSTA/20201109/Windows/en_US.html)

You can find **more information about us** here: <https://www.huawei.com/de/deu/huawei-global>