



Graduates & Young Professionals Telecommunication (m/f)

Recruiting Event Berlin 16th – 17th July



About Huawei

Huawei Technologies is one of the leading suppliers in the field of Broadband Network (NGN, DSL, MSAN), Mobile Network (GSM/GPRS, UMTS, CDMA), Optical Network, Data Communication, Software and Applications (Intelligent Network) and is among the fastest growing telecommunication and network solutions providers in the world. Huawei sees its task to create Innovative, tailor-made products, long-term value services and solutions for its customers. We are ranked the worldwide 5th most innovative company by Fast Company in 2010. With our workforce of 95000 people in more than 140 countries, of who over 65% are foreign employees, we serve 45 of the world's top 50 network operators, so that Huawei products and solutions are worldwide used by more than one billion users. With regard to enhance further development and internationalization, we sincerely invite graduates and young professionals who are interested in IT/Telecom companies to join us and develop together with Huawei. For further information, please visit our homepage <http://www.huawei.com/>

Pre-Sales Engineer (m/f)

Main Responsibilities

- Support pre-sales activities including quote, network, design, proposal, pre-sales testing support
- Coordinate all activities between Huawei and our device provider accounts
- Assist technical sales manager in promoting full range of Huawei solutions to defined customers.
- Identify key customer requirements and coordinate with product management and engineering to ensure that these requirements are implemented in the products

Qualification

- University degree in telecommunications or electronics or equivalent education (preferably with previous vocational training)
- Sound technical knowledge of following products and solutions.
 - Access Network Technology: LAN Switches, ICP/IP, DSLAM, PPP, OSPF, MPLS, **or**
 - Broadcasting Technology: SDH, WDM, point-to-point radio system, **or**
 - NGN Technology: switching protocols/architecture including SS7, SIP, H23.
- Good oral and written communication in English and German.

Technical Support Engineer (m/f)

Main Responsibilities

- Provide Level 1/Level 2 technical support service to our customers independently or jointly with the technical support team.
- Conduct project implementation and technical supervision of subcontractors or service partners.
- Provide training to customers, subcontractors or service partners.
- Provide pre-sales support for testing, bidding or workshops.

Qualification

- University degree in telecommunications or electronics or equivalent education (preferably with previous vocational training)
- Sound technical knowledge of following products and solutions.
 - Access Network Technology: LAN Switches, ICP/IP, DSLAM, PPP, OSPF, MPLS, **or**
 - Broadcasting Technology: SDH, WDM, point-to-point radio system, **or**
 - NGN Technology: switching protocols/architecture including SS7, SIP, H23.
- Good oral and written communication in English and German.

Technical Pre-Sales for Network Design Office (m/f) (located in Paris or Basingstoke,UK)

Main Responsibilities

- Act as a representative of Technical Sales NDO department to take part in contract negotiation, bidding preparation, and project administration
- Cooperate with NDO department in HQ China for the project support and bidding template updating
- Support the key project bidding within Europe
- Common NDO(Network Design Office) technical review and contract review
- Report to the Project Manager

Qualification

- Master or above communication related degree.
- Very good Chinese and English(spoken and written)
- Familiar with Value added service, mobile communication, IMS, telecom, etc.
- Proficiency in MS Office
- Good project management experience and team spirit.
- Ability to understand the customer's needs in order to design the desired solution; tender project experience is preferred.

Junior Account Manager (m/f)

Main Responsibilities

- Defining and implementing an exploring plan for a client or target market as well as actively finding an opportunity to promote products and services
- Collecting and analyzing carrier's requirements and provide suitable products, technical solutions or services
- Seeking out, identifying and developing business opportunities with key service provider accounts
- Accomplishing the annual sale revenue, implementing and maintaining professional services
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Qualification

- Good university degree in Telecommunications, Electric engineering or equivalent IT background as well as economics
- Ability of good communication and coordination
- Flexibility and teamwork
- Intercultural skills and "can do"-mentality
- Fluent English (German and/or Chinese are preferred)
- First experience in related field is preferred

Please send your detailed Resume/CV (photo attached) in English via E-Mail to robert.dziambor@huawei.com to apply; you will then receive your invitation letter