

Huawei 2023 Campus Recruitment

Junior Account Manager

Location: Slovenia

Job description:

- Support Sales Director in sales projects, reporting to Sales Director
- Seek out, identify, develop and close business opportunities with large accounts
- Enhance and maintain customer relationship
- Manage and coordinate activities between Huawei and the customer. Promote the full range of Huawei Technologies solutions to defined customers
- Produce and deliver formal business proposals and presentations. Identify key customer requirements and coordinate with product lines
- Create co-operative business plans with customers and their partners and help to define new business models and support product features
- Actively participate in creating sales account plans which will identify, quantify, and recommend sales action plans to address new business opportunities consistent with overall company strategy

Junior Network Engineer

Location: Slovenia

Job description:

- Performs routine, entry-level engineering task (under supervision of senior engineer)
- Implementation of telecommunication network equipment: installation, commission and testing
- Performs technical support activities connected with demonstrating, experimenting and testing projects
- Proactively monitoring network status, reporting irregularities and possible operative errors, as well as their correction
- Repairing faults reported by users and providing technical support

Junior Technical Solution Manager

Location: Slovenia

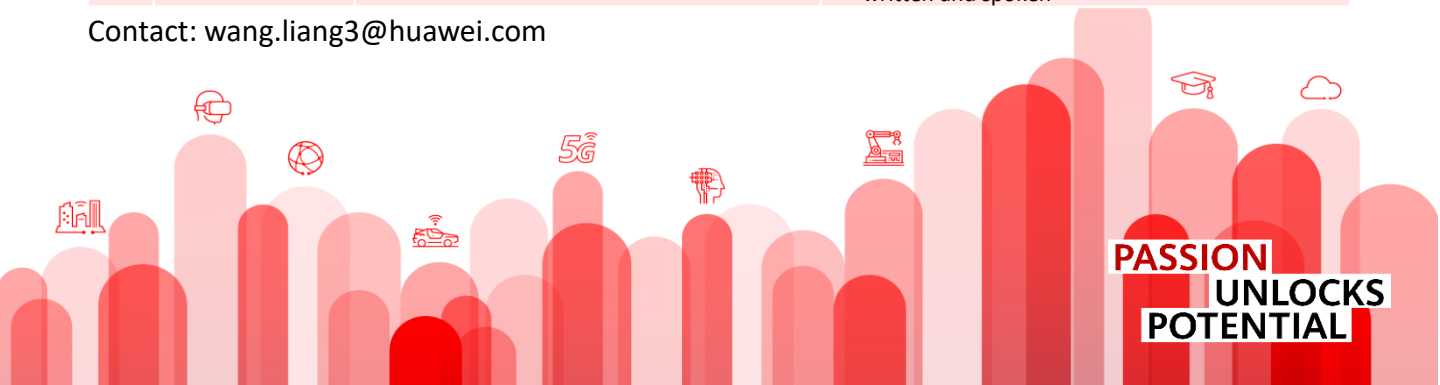
Job description:

- Support the activities of the business development department, including: creating user solutions, defining and contracting technical solutions, drafting an offer in accordance with the aforementioned.
- Pre-sale activities related to network technologies in cooperation with the business development department and the technical support department.
- Establish and maintain good relations with key telco customers in Slovenia and the region and support business negotiations.
- Find, establish, develop and conclude business opportunities with key service providers.
- Participate in starting projects and analyses, establishing and clarifying tender documentation, negotiations on technological issues etc. for the purpose of ensuring a successful outcome of the project.
- Create network solutions comprised of products from different product lines drafting the configuration and the appropriate cost estimates for the proposed solutions.

Huawei 2023 Campus Recruitment

Št.	Delovno mesto	Responsibilities:	Requirements:
1	Junior Account Manager	You will be responsible for supporting establishment and development of business opportunities with large accounts. Continuously monitoring, guiding and informing the customers on Huawei products and services. Collecting and analyzing customer requests and requirements, their purchasing habits and participate in the preparation of special offers for key customers.	<ul style="list-style-type: none"> University degree in Computer Science, Telecommunication or Electrical / Electronic Engineering; Fresh graduate is preferable Good presentation and negotiation skills Precise work style Target oriented, open minded, flexible person Willing to explore Slovenian telecom market Basic level understanding of telecom technical solutions Good interpersonal skills Good English and Slovenian language skills, both written and spoken
2	Junior Network Engineer	<ul style="list-style-type: none"> Performs routine, entry-level engineering task (under supervision of senior engineer). Implementation of telecommunication network equipment: installation, commission and testing. Performs technical support activities connected with demonstrating, experimenting and testing projects. Proactively monitoring network status, reporting irregularities and possible operative errors, as well as their correction. Repairing faults reported by users and providing technical support. 	<ul style="list-style-type: none"> Bachelor degree or above related to Telecommunication Technology, Computer Science & Technology, Information Technology Able to work independently in a fast-paced changing environment Communicate effectively, orally, and written in English Learning ability, proactive behavior Good interpersonal communication skills and high ability to work in multicultural and multinational teams Team player, self-motivated, result-oriented and highly independent Mandatory languages: Slovenian, English
3	Junior Technical Solution Manager	You will work in a highly motivated team in charge of sales planning and drafting solutions at clients' request, as well as the analysis of the various network solutions. Establish the demands of key customers and manage the coordination with the Sales Solutions department and the technical support department in order for the demands to be implemented into products/ technical solutions.	<ul style="list-style-type: none"> University degree in Computer Science, Telecommunication or Electrical / Electronic Engineering Good understanding of telecommunication network Ability to work independently and to build up good customer communication; Good communication skills and ability to work in a team Self-motivated, flexible, enthusiastic Good analytical skills, problem solving skills, negotiation skills and good focus on details. Good English and Slovenian language skills, both written and spoken

Contact: wang.liang3@huawei.com



PASSION UNLOCKS POTENTIAL