



PASSION —
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POTENTIAL

Start your career with Huawei's Fresh Graduate Program

Job Title:

Solution Sales Engineer (Fixed or Wireless Networks) (m/f/d) –

Graduate Program

Job Location:

- Düsseldorf / Munich, Germany

Main Responsibilities:

As a Solution Sales Engineer you will be in charge of **Fixed or Wireless Networks** and:

- Analyze the market environment for **Fixed or Wireless Networks** from engineering perspective, customer pain points and requirements and explore opportunities for improvement
- Develop and find customer defined technical solutions based on customer requirements and network characteristics
- Take over sales responsibility such as solution planning and presenting and achieve solution-related market and sales targets
- Support Senior team members of Solution Sales team
- Continuous development of personal knowledge on Huawei's wireless products

Requirements:

- Graduate student with Bachelor/Master's degree in Business Studies / Telecommunications / Electrical Engineering or similar
- Basic knowledge of **Fixed or Wireless Networks**, their deployment and operation
- Strong communication skills to internal and external stakeholders
- Team player attitude
- Target-oriented mindset
- Comprehensive understanding of the German carrier (mobile network operator) market desirable

Language requirements:

- Fluent in German
- Fluent in English



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What we offer:

We offer you an exciting professional career in one of the leading and fastest growing multinational telecommunication companies, challenging work and a competitive salary package. Personal development is ensured through many training opportunities in Western Europe and abroad.

Fresh Graduate Program in Germany:

- **Professional Career Path:** We offer you an exciting professional career in one of the leading and fastest growing multinational telecommunication companies
- **Personal Development** is ensured through training and workshop opportunities: Comprehensive training programs throughout the first 6 months.
- **Firsthand experience** in customer engagement and new technology innovation
- **Challenging and diverse assignments** that enable you to continuously develop your personal and professional strengths
- **Competitive Salary package**
- **Mentor/Buddy Program:** A mentor that will guide you through both business and intercultural development
- After onboarding, **internal networking activities** with other fresh Graduates take place constantly

About Huawei

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 are committed to bringing digital to every person, home and organization for a fully connected, intelligent world.**

At Huawei, innovation focuses on customer needs. We invest heavily in basic research, concentrating on technological breakthroughs that drive the world forward. We have more than 197,000 employees, and we operate in more than 170 countries and regions.

Huawei's end-to-end portfolio of products, solutions and services are both competitive and secure. Through open collaboration with ecosystem partners, we create lasting value for our customers, working to empower people, enrich home life, and inspire innovation in organizations of all shapes and sizes.



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You are interested?

Please send your detailed resume/CV in **English** via E-Mail to campus.de@huawei.com indicating the position you apply for.

Privacy Statement Notice for positions in West Europe region:

Please read and understand our West European Recruitment Privacy Notice before submitting your personal data to Huawei so that you fully understand how we process and manage your personal data received.

http://career.huawei.com/reccampportal/portal/hrd/weu_rec_all.html

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