

# Graduates & Young Professionals Telecommunication



## Technical Sales Manager

### Description

Huawei is expanding a presales & TSD team out of China focus on application and software field including online charging system (OCS), convergent billing, next generation intelligent network (NGIN), Ring Back Tone system, SMS, MMS, IP Call Center (IPCC), Streaming, SDP (Service Delivery Platform), etc. This team is responsible for exploring and developing the market for EU application software (VAS).

### Main Responsibilities

- Support pre-sales including quote, network design, proposal, pre-sale testing support.
- Manage all activities and coordinate between Huawei and our service provider accounts. Promote full range of Huawei Technologies 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.

### Requirements

- 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 Switch, 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 Chinese, English and German.

### What we offer

We offer exciting international career opportunities in a leading multinational telecommunications company, where your ambition and talents can develop in our young and dynamic environment. Among others we offer positions in the areas of Pre-Sales, Sales, Product Management, Bidding, Technical Support, Delivery, Finance, Logistics, Procurement, Supply Chain, Legal, PR, HR and Marketing. From Team Assistants in Finance to Wireless, Microwave or Optical Transmission Engineers, we provide intensive and professional training on the job. Grow together with us!

### About Huawei

Huawei Technologies is a leading supplier in the field of Broadband Network (NGN, DSL, MSAN), Mobile Network (GSM/GPRS, UMTS, CDMA), Optical Network, Data Communication, Software and Applications (Intelligent Network). 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.

Today Huawei 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. Furthermore we are ranked the worldwide 5th most innovative company in 2010 by Fast Company. 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/>.

### Huawei Technologies

Am Seestern 24  
40547 Düsseldorf

[www.huawei.com](http://www.huawei.com)

Tel.: 0211 – 52295 1000  
Fax: 0211 – 52295 1220  
[recruiting.eu@huawei.com](mailto:recruiting.eu@huawei.com)

