



PASSION —
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Job Title:

IP Solution Sales Manager (m/f/d) – Graduate Program

Job Location:

- Munich, Germany
- Business travel within Germany may apply

Main Responsibilities:

In this role, you will be focusing on finding individual solutions for our customers across different industries within the field of **Data Transmission**, taking over following tasks:

- Establish yourself as a trusted advisor to customers working with the Account Managers, Channel Managers and the local partners within your territory
- Provide technical proposals according to customers' requirements
- Present technical solutions and clarify solution queries to customers professionally
- Provide solution designs, RFP answers, quotations and competition analysis
- Plan and support market branding actions in the enterprise area, attend industry events related to technology forums and industry presentations
- Coordinate and provide enablement to channel, sales and partners

Requirements:

- Bachelor degree or above in Computer Science or similar field of studies, with a focus on ICT or Telecommunication Networks
- Good understanding of data transmission and networking technologies, including access points, switching and routing technologies
- Good presentation and communication skills
- Strong sense of responsibility and ability to work with different project teams across Germany

Language requirements:

- Fluency in English and German (C1-C2 level) is mandatory

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 Europe and abroad.



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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
- **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 208,000 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.

Privacy Statement:

We are committed to protecting your privacy by following the applicable data protection legislation. By applying to this position at Huawei, you acknowledge that you have read and understood the [Huawei Recruitment Privacy Statement](#) containing information on how we process your data. Please note that your data will be treated confidentially and securely.

You can contact us by clicking [here](#) to get information about our, contact our DPO, submit any requests regarding your personal data, exercise your privacy rights, or submit any questions, comments, or suggestions related to the Privacy Statement.

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