

Job Title:

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

Job Location:

- Düsseldorf, Germany
- Business travel within Germany will apply

Main Responsibilities:

In the role of the Service Solution Sales Manager, you will be responsible for driving sales of telecom network solutions, focusing on professional services and business solutions. You will be involved in following tasks:

- Assist in identifying customer business needs and key challenges through regular engagement activities
- Support the generation and tracking of sales leads and business opportunities
- Contribute to achieving sales targets, including orders, market share, and profitability goals
- Help develop sales strategies based on market insights and customer plans
- Participate in the preparation of solution presentations and value propositions
- Support the design of business models and assist in value delivery to customers
- Collaborate with teams to monitor project progress, identify potential risks, and ensure adherence to internal sales processes

Requirements:

- Bachelor's degree or higher in Industrial Engineering, Electrical Engineering, or a related technical field of studies
- Previous internship or academic project experience in solution sales or telecom solutions (preferred but not required)
- Excellent communication and analytical problem-solving skills
- Eagerness to learn, with a proactive and team-oriented mindset
- Willingness to travel for short-term business trips required

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.



PASSION
UNLOCKS
POTENTIAL

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 Huawei, contact Huawei's 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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