

Start your career with Huawei's Fresh Graduate Program

Job Title:

Service Product Manager (m/f/d) – Graduate Program

Job Location:

- Düsseldorf, Germany

Main Responsibilities:

- Analyze the service and software market environment, customer pain points and requirements, and explore opportunities for service improvement, achieve solution-related market and sales targets
- Develop service and software solutions based on customer requirements and network characteristics
- In sales projects, be responsible for solution planning and design, commercial quotation, solution presentation, solution clarification and commercial negotiation as well as be responsible for solution competitiveness, profitability, and deliverability
- Promote solution-related technologies and provide technical support, satisfy the resources requirement raised by solution managers of account departments
- Support solution-related brand marketing and build up the brand image of relevant solutions

Requirements:

- Graduate student with Bachelor/Master's degree in Telecommunications / Electrical Engineering or similar
- Knowledge of mobile networks, their deployment and operation
- Understanding of German carrier market desirable
- Experience with large investment projects and complex solutions is a plus
- Familiarity with sales process
- Strong communication skills
- Ambition to achieve targets
- Strong relationship management in team works

Language requirements:

- Fluent in German
- Fluent in English



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POTENTIAL

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.

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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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