

About the job

Key Responsibilities:

- **Strategic Planning and Market Development:**
 - Develop strategic marketing plans and influence market strategies for business groups and vertical solutions.
 - Drive new business opportunities and work closely with system integrators' sales and pre-sales teams.
- **Solution Development and Implementation:**
 - Create innovative solutions using Huawei products with system integrators' engineering and pre-sales teams.
 - Prepare and present technical presentations and demonstrations to customers.
 - Analyze customer requirements and provide technical recommendations.
 - Assist in developing technical proposals and presentations.
- **Customer Engagement and Consultative Sales:**
 - Gain deep insights into vertical industries, guide customer requirements, and technology route selection.
 - Serve as an advisor to customers, guiding their informatization construction.
 - Communicate with enterprise CXO-level customers to influence strategic decisions.
- **Project Management and Solution Design:**
 - Manage bidding projects, including quotations and solution designing.
 - Act as a strategic solution architect and build competitive architectures.
 - Design L1 vertical solutions and lead store equipment planning and design.
 - Develop new solutions with partners, promoting Huawei products and scenario-based solutions.
- **Leadership and Reporting:**
 - Lead teams to meet sales targets and drive collaboration between system integrators and Huawei teams.
 - Prepare KPI reports with improvement suggestions.
 - Influence leading partners and achieve large-scale sales.

This role would match your profile;

- Professional background in ICT infrastructure/Data communications/Telecommunications, preferably with a Bachelor's Engineering Degree in IT/Telecommunications/Electronics.
- 6-10 years of hands-on experience in Enterprise ICT infrastructure and networking solutions.
- Professional or associate level certifications from leading networking and IT infrastructure vendors are a definite advantage.
- Previous exposure to the bidding process is a definite advantage.
- Motivated individual who achieves shared goals and results by sincerely providing a helping hand to others.
- Result-oriented team player who creates a work environment that sparks focused approaches to drive company growth.

This role is ideal for a professional looking to expand into new horizons and take on a leadership position in shaping the future of Huawei's enterprise solutions.