



About Huawei Technologies

Huawei Technologies Co., Ltd. is **Leading Global Provider of ICT Infrastructure and Smart Devices** and ranking **No. 44** in 500 Global Fortune. 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.

At Huawei, innovation focuses on customer needs. We invest heavily in basic research, concentrating on technological breakthroughs that drive the world forward.

Our products and solutions have been deployed in over **170+** countries, serving more than one third of the world's population. We have **180,000+** employees all over the world, comprised of **160+** nationalities worldwide, **75%** localization rate.

Together with customers and partners, we endeavor to bring digital to every person, home and organization for a fully connected, intelligent world

For further information, please visit us now at <http://www.huawei.com>

We are offering an attractive position, the opportunity for talents who wish to grow with us!

Sales Specialist

Responsibilities

- Meet revenue targets for the Account (Telecom operator);
- Support the overall development of Huawei Bulgaria Office;
- Interface with target customers in order to determine their potential to do business;
- Head up sales campaigns focused on winning business within Account (Telecom operator);
- Ensure all customer requirements are captured and follow up measures are taken;
- Develop relationships with customer;

- Report on customer account (Telecom operator) status on regular bases, develop opportunities and prepare proposals to ensure resources can be allocated;
- Ensure all opportunities are tracked in order that any key issues can be addressed as soon as possible;

Candidate Profile

- Fluency in English both oral and written;
- Student or just graduated bachelor's degree in Technical, Computer Science or related area;
- Good oral and written communication skills;
- Open to work in a multicultural environment;
- MS Office skills;
- Target oriented;
- Ability to finish work with in deadline by working under pressure;
- Attention to detail and high level of accuracy;
- Ability to manage/co-ordinate activities across a diverse set of people;
- Ability to show creativity and a different way of thinking will be essential;
- Must welcome challenges;
- Good oral and written communication and interpersonal skills;

What we offer:

- Professional career in the one of the leading multinational ICT Company;
- Opportunity to join a team of professionals and take part in challenging projects and being part of something great;
- Unlimited access to training materials of technologies in ICT industry;
- Opportunity to realize your full potential;
- Challenging, dynamic and friendly working atmosphere;
- Invest in your future through trainings and development;
- Additional social benefits – health insurance, mobile allowance;

If you are interested, please send your CV to hrbulgaria@huawei.com. All applications will be considered in strictest confidentiality. Only the selected candidates will be invited for interview.

Huawei Recruitment Privacy Statement:

http://r.huaweistatic.com/s/esddp/agreement/v1/app_000000035837/PSTA/20201109/Windows/en_US.html