**Huawei Ukraine LLC is looking for Network solution sales manager to join our team**

**Main Responsibilities**:

* Solution manager takes overall responsibility of technical part of sales project and is accountable for customer requirement understanding, solution proposal, technical clarification, bidding organization and contract negotiation during a project.

**Main Duties:**

* Manage and plan Network product marketing and sales activities, promote Huawei Network Software solution(WLAN, SWITCH, ROUTER, FIREWALL, DWDM, SDH transmission products, GPON access network products) to Enterprise customer, support Account manager and channel manager to break into the enterprise discount, stability increase of sales amount and market share.
* Find and create sales opportunities, organize marketing promotion activities to sale.
* Setup technical team and assign individual responsibilities, define procedure for project bidding, interface with customer for requirement communication.
* Receive and analyze requirements of customer, propose solution.
* Communicate (or workshop) with customer to convince them from technical point of view, provide the best solution and product for their requirements, maintain good relationship with customer.
* Negotiate with customer for contract, especially cover both technical and solution part.
* Provide business development plan and suggestions to business partner and enterprise customer, contribution to the Enterprise business success.

**Requirements:**

* Bachelor or Master degree (telecommunication/computer science) or Equivalent.
* 5+ years telecom Network or VAS network technical work experience, including below product and solution experience in DWDM, SDH transmission products.
* Optional knowledge of WLAN, SWITCH, ROUTER, FIREWALL, GPON access network products is a plus.
* Strong technical background and understanding of network solutions.
* Technical pre-sales support and engineer experience is preferred.
* Work experience in vendors and large business integrators is preferred
* Successful completion of several mid-range or big range projects
* Willingness to accept new challenge and to learn new product and solution, patient and both target- and detail-oriented.
* Fluent English and good overall communication and interpersonal skills.

Please, send you CV in English