



## About Huawei Technologies

Huawei Technologies Co., Ltd. is **Leading Global Provider of ICT Infrastructure and Smart Devices** and ranking **No. 49** 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>

**Huawei Bulgaria** is Leading ICT Solution Provider in Bulgaria, and serving close to 100% of the Bulgaria's population. The company is **No. 2 Smartphone Company in Bulgaria** with 83% brand awareness in Bulgaria. The Bulgarian Huawei office is located in Megapark and has **over 120 employees**, indirectly provides 500+ jobs.

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

## Sales/Solution Sales Specialist

### Main Responsibilities:

- Sales/Presale support including technical solution proposal, product quotation, pre-sale testing support, commercial and contract support, etc.
- Collect market information in order to seek out, identify, develop and close business opportunities of customer

account.

- Manage and coordinate activities between company and its service provider accounts.
- Support to promote full range of company solutions to defined customers.
- Support to produce business proposals, marketing and technical presentations.
- Support activities for sales campaigns;
- Communicate with customers about projects and their needs;

**Requirements:**

- Fluency in English both oral and written.
- Just graduated bachelor's degree in Technical, Computer Science.
- Good oral and written communication skills.
- Open to work in a multicultural environment.
- MS Office skills.
- Excellent interpersonal and team player.
- 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;

**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, food vouchers, mobile allowance;

If you are interested, please send your CV to [hrbulgaria@huawei.com](mailto: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](http://r.huaweistatic.com/s/esddp/agreement/v1/app_000000035837/PSTA/20201109/Windows/en_US.html)