



Junior Carrier Network Account Manager

Main Responsibilities:

- Support internally Senior Key Account Managers
- Manage bid preparation internally with department and regional colleagues
- Attend meetings with Senior Key Account Managers, take meeting minutes, define actions and drive them to resolution
- Help Senior Key Account Managers in seeking out, developing and closing business opportunities within the major account.
- Collect and analyze marketing data.
- Develop customer relationships.
- Manage and coordinate all internal sales activities, e.g. bid preparation, communication with presales engineers
- Promote the full range of Huawei product & solutions.
- Produce and deliver formal business proposals and presentations.
- Identify key customer requirements and coordinate with the management, product line, and service support staff to ensure smooth project delivery.

Requirements:

- Minimum of Bachelor degree in telecommunications, computer science or electronics, or relevant majors.
- Demonstrate the ability to develop new business models for customers with new technology.
- Ability to establish brands, explore product opportunities, work out customer product competitive strategies and competitive plans.
- Have knowledge of at least one or more of the following products & solutions: IP (datacom- routing, switching, wifi, security), VoIP and Unified communication, Videoconference, Server, storage, datacenter, cloud,
- Excellent collaboration skills with a wide variety of people (product management, engineering, marketing, etc.).
- Ability to show creativity and a different way of thinking is essential.
- Welcome challenges.
- Self motivated and capable to take initiative.
- Good oral and written communication and interpersonal skills.
- Excellent English and Slovak native speaker

Location:

Bratislava, Slovak Republic

What we offer:

We offer you a professional career in the one of the leading multinational telecommunication company, challenging work and competitive salary package. Also you can get a lot of chance to join training to improve yourself.

Interested? Please Contact:

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