

Job Description of ZTE Corporation

Position1: Account & Sales Manager

Location: Uganda , Ghana, Mauritius

Responsibilities:

- 1、 Responsible for finishing the telecommunication equipment and comprehensive solution sales target, including accomplish the purchase order, cash collection and profit tasks.
- 2、 Responsible for organizing technical and marketing communication with the customer.
- 3、 Responsible for mining, establishing, maintaining and enhancing the customer relationship in the daily work.
- 5、 Responsible for project and market information collection and analysis of customer and competitor.
- 6、 Responsible for collect the requirement of customer with the product manager, assisting to develop the solution for the customer.

Qualifications:

- 1、 Have a strong desire to succeed, be willing to accept challenge, be good at handling and maintaining the relationship with customer.
- 2、 Have rich experience in sales and marketing and being familiar with telecommunication industry will be highly priority.
- 3、 Have fluent English & French speaking and writing skills and coordination skills to communicate effectively with customers and colleague.
- 4、 Be able to organize limited and any resources to establish and enhance customer relationship.
- 5、 Hard-working, independent, keen insight into the market and have a good team spirit.
- 6、 Bachelor degrees or above , majored in telecommunication engineering, electrical engineering or related field

Position2: Product Solution Manager

Location: Saudi Arabia, Jordan, Egypt, Lebanon

Responsibilities:

- 1、 Responsible for the daily exchange of related product technical lectures, pre-bid guidance.
- 2、 Responsible for the program design, BOQ, tender responses, technical clarification and etc.
- 3、 Involved in bidding organization, project negotiations, contract signing.
- 4、 Responsible for the related product information collection and analysis of the customer, competitor and national market.
- 5、 Responsible for the implementation and planning of the marketing activities, such as forums, conference and exhibitions.
- 6、 Work effectively and harmoniously with teammates both local and Chinese, and make the team strong and successful.
- 7、 Finish the weekly work report and monthly work experience summarization effectively in time.

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Qualifications:

- 1、Bachelor degree or above, majored in telecommunication engineering, electrical engineering or related field
- 2、Good theoretical basis of telecommunications knowledge and strong communication abilities
- 3、Hard-working, diligent, strong Self-study ability and follow the work arrangement
- 4、Fluent in English , French and Chinese speaking and writing.

Position3:Engineering delivery manager**Location: Ghana, Tanzania, Zimbabwe, Mauritius****Responsibilities:**

- 1、Responsible for managing project, ensure that the project construction meets client requirements and contract terms, and directly responsible for project operating, cost and delivery.
- 2、Responsible for the progress, risks and cost of engineering construction, make rolling plans for engineering construction based on the milestone requirements, and control the rolling plans to make sure that projects are completed on time.
- 3、Responsible for arranging and optimizing business procedures of company-level projects during the operating stage, provide guidance and supervision to project management and ensure standard management. Organize regular (weekly/monthly) meetings, summary and report the risks and problems.
- 4、Responsible for the end-to-end monitoring of engineering projects of corporate level or above, give project performance reports based on project construction progress, cost, quality, client satisfactory and key action implementing rate, identify and report major project problems and risks.

Qualifications:

- 1、Master relevant knowledge of engineering delivery business.
- 2、Be open to communicate and share information with others and good at solving problems and conflicts through communication.
- 3、Hard-working, independent and have a good team spirit.
- 4、Keep high work quality and efficiency under great pressure
- 5、Fluent in English / French speaking and writing, can communicate with colleague well in Chinese or passed the exam of HSK-4 .
- 6、Bachelor degrees or above , majored in telecommunication engineering, electrical engineering or management related field

We are going to recruit some students who will graduate in 2016 and meanwhile are from African and Middle East countries and also will be willing to go back to their motherlands to work after graduation.

If you want to know more information of ZTE Corporation , please check the website of “ <http://wwwen.zte.com.cn/en/> ”

If you are interested in the position provided above , you can send your resume to the mailbox of wang.xue1@zte.com.cn with the email title of “name +university +applied position”.

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