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IP Solution Manager-Ankara

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Company: Huawei Telekomünikasyon Dış Ticaret Ltd

Location: Ankara

Category: other-general

About Huawei

Huawei is a leading global provider of information and communications technology (ICT) infrastructure and smart devices. With integrated solutions across four key domains – telecom networks, IT, smart devices, and cloud services – we are committed to bringing digital to every person, home and organization for a fully connected, intelligent world.

At Huawei, innovation focuses on customer needs. We invest heavily in basic research, concentrating on technological breakthroughs that drive the world forward. We have more than 180,000 employees, and we operate in more than 170 countries and regions.

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.

Main Responsibilities:

Introduction of new Huawei IP solutions e.g. IDN, Agile network, Switching, WIFI, IP Routers, IP/MPLS Solutions, Network optimization Solutions in the market.

Develop new solution propositions, Drive solution propositions for different customers & develop new techno commercial models.

Develop and own TCO, business benefits, business case for solutions proposition.

Provide technical & business analysis about competitors, to make Huawei products & solutions more competitive in market.

Provide pre-sales technical support to Huawei's Channel Partners and strategic customers.

Conduct technical meetings with customers and partners to highlight Huawei solutions.

Perform design work for partners.

Conduct technical pilots and competitive reviews.

Hold on-going education sessions with our Partners.

Requirements

- More than 5 years experience in Switching/Routing/IP-MPLS/ Wi-Fi as the consulting and Presales (Techno-commercial).
- Capability to convert customer business requirements into a technical solution.
- Capability to front-end to customer, with strong negotiation & consulting skills.
- Effective interpersonal skills, rich experience in project bidding are welcome to apply.
- Capability to work in an international environment, adaptability and flexibility to changes in a fast-growing organization.
- Fluent English.

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