

Position (Job title): Presales Specialist, Wired IP-Network in charge,
Department: Pre-sales Department
Work location: ZTE Japan (in Harumi)
Reporting to: Head of Wired Dept,
<p>Description (behind the recruitment):</p> <p>ZTE, a global leading Telecom Company, and also the biggest listed Chinese telecommunications solutions provider is looking to promote for new business opportunities in Japan along with driving existing business. In cope with our rapid wired-business development, Wired department is now seeking a candidate to develop and strengthen new wired-business fields in Japan-market.</p>
<p>Responsibility</p> <ol style="list-style-type: none"> 1. Put forward total solution proposals of IP network equipments. 2. Develop markets for new technologies and new products, and to lead bids from customers. 3. Discuss and negotiate with customers about technical requirements, and be capable of presenting professional workshop. 4. Research on Japan market, and build relationship with customer 5. Survey and intelligence collection about provisions on technologies and laws of Japan.
<p>Job Requirements/Qualifications</p> <ol style="list-style-type: none"> 1. More 5 years work-experiences of design/architecture of IP network, and understand the 5G business development trend as well. 2. Matured technical skill and knowledge of IP network requirements and functions of related element. 3. Work experiences of pre-sales, Technical sales with track records. 4. University degree, 5. Language: <ol style="list-style-type: none"> 1) Native Japanese and either Business English or business Chinese, 2) Native Chinese and fluent Japanese
<p>Comments:</p> <ol style="list-style-type: none"> 1. Graduated from the university in communication technologies is plus 2. To be familiar with 5G or IOT technology is more preferred 3. Good communication skill and relationship with customer is necessary