



# HUAWEI

## DE-Nordrhein-Westfalen-Bonn-Commercial Manager

<b>Commercial Manager</b>	
<p>At Huawei Technologies, we look for people who share our vision: to enrich live with communication. We are a leading supplier of next generation telecom networks and currently serve 37 of the world's top 50 operators. Our people are committed to providing innovative products, services and solutions, and understand it as their mission to create long-term value and growth potential for our clients. We currently have a vacancy for a <b>Commercial Manager</b>.</p>	
Job description:	Based in Bonn, The Commercial Manager is responsible for analyzing and responding to the commercial requirements and contract conditions of telecom operators. Your response should be both attractive to help win the bid as well as judicious to maximize company profits.
Responsibilities:	<ul style="list-style-type: none"> <li>1 To draft responsive and attractive commercial solutions for bidding projects.</li> <li>1 To respond to commercial conditions included in the tender documentation and to prepare other commercial documents.</li> <li>1 To calculate project commercial costs and analyze commercial risks;</li> <li>1 To review and negotiate terms and conditions of (both sales and subcontracting) contracts.</li> <li>1 To check the consistency between purchase orders and contracts.</li> <li>1 To handle contract amendments and disputes.</li> <li>1 To provide commercial advice on subsidiary business operations.</li> </ul>
Requirements	<ul style="list-style-type: none"> <li>1 Bachelor or higher degree in commerce, trade or law.</li> <li>1 Two-year or more experience in bidding commercial activities in infrastructure projects.</li> <li>1 Good mastering of business law especially contract law and good understanding and drafting skill of contract conditions.</li> <li>1 Working experience in the telecom industry is an advantage.</li> <li>1 Working experience in dealing with world leading telecom providers is a plus.</li> <li>1 Chinese capability will be a plus.</li> </ul>
Your 1 <sup>st</sup> contact	Please send your detailed Resume/CV in English via E-Mail to: <a href="mailto:zhao.wei@huawei.com">zhao.wei@huawei.com</a> , <a href="mailto:Ulrich.Steinmann@huawei.com">Ulrich.Steinmann@huawei.com</a> .
About Huawei :	Founded in 1988, Huawei Technologies is one of the fastest growing telecommunications and network solutions providers in the world, and plays a leading role in the provision of all IP-based FMC solutions. We sincerely invite ambitious ICT and Telecom Professionals to join us and realize their potential with Huawei! For additional information, please visit us now at <a href="http://www.huawei.com/">http://www.huawei.com/</a> .
<p><b>In order to apply successfully, you must be eligible to live and work in the EU. Documented evidence of the eligibility will be required from candidates as part of the recruitment process. Recruitment Agencies need not reply.</b></p>	

### Additional Information

**Position Type:** Full Time, Permanent

### Contact Information

Europe Huawei

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