

Assistant Solution Consultant

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Company: China Mobile International Limited

Location: Vietnam

Category: office-and-administrative-support

Assistant Solution Consultant Asia Pacific Region Vietnam Vietnam Subsidiary Solution Consultant Middle Apply

Responsibility

Work closely with local BD/Account Manager and relevant Technical teams at CMI HQ and APAC to provide pre-sales technical support and lead on technical needs by using consultative skills to design proper solutions – with the mix of CMI's products & services – to meet the requirements of prospects.

Attend meetings with BD/Account manager and assisting local BD/ Account Manager to draft solution proposals in order to pitch for business.

Develop effective working relationships at various levels internally such as Technical Solution, Products, Resource and work closely with commercial units.

Work collaboratively with customers to draft effective solutions, be able to eliminate sales obstacles through creative and adaptive approaches; also to coordinate for post-sales activities.

To oversee projects and coordinate with partner, customers until the projects are delivered.

Requirements

At least Bachelor's Degree in System, Software Engineering, Computer Engineering, Information Technology, MIS or related fields.

Advanced proficiency in Microsoft Office products: Excel, Word, PowerPoint, Outlook, and MS Projects.

Positive attitude, good professional personality, strong communication and interpersonal skills, and time management skills.

Project management experience is an advantage.

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