

VODAFONE SPAIN DISCOVER GRADUATE PROGRAM

Are you ready to push yourself, both professionally and personally, to innovate in a truly digital company? We offer a very interesting opportunity to develop your career. You'll be able to realize your talent and join one of the best telecom companies in the world!

WHAT DO WE OFFER?

- The opportunity to develop your skills being part of a top qualified team.
- A 24 months training plan adapted to your professional skills.
- A permanent work contract with a very competitive compensation package.
- What's more, you'll be part of an extensive social and professional network of graduates.

WHAT ARE WE LOOKING FOR?

- Men and women with enthusiasm, ambition, and eager to put their knowledge and talent into practice.
- Young graduates with their degree who want join to areas as Enterprise sales, Internet of Things, Technology, Human Resources, Consumer Business Unit or Vodafone Global Enterprise.
- A strong academic record and a high level of English (minimum B2).
- Maximum 2 years of work experience.

HOW TO APPLY?

1. Enter in <http://www.discovervodafone.com/>
2. Search the area that best suits you.
3. Click on the offer that redirects you to our recruitment platform.
4. Introduce your information, apply and go for it!



Specialist Direct Sales - Sevilla

Key Accountabilities:

As Specialist Direct Sales your main responsibility is to understand the needs of the customer and provide them with the right solution:

Commercial visits and presentations of the company and its services to assigned companies, in order to try to develop and increase the company's customer portfolio.

Prepare and negotiate products and services customized according to customer, and track them until the closing of the transaction, requesting and collaborating with "Product & propositions" in special offers and requesting approval of amendments to conditions of clients if required

Attend incidents and problems of customers through a customer advice, and create needs to them informing them of new products and services incorporated into the market by the company

Develop and/or run reports and necessary administrative actions (business report), casualties of customers, etc. for proper monitoring and management of the assigned portfolio of customers.

Requirements:

Education:

University degree: Telecommunications Engineer or TI

Languages: English (B2)

Technical requirements:

Knowledge of voice and data networks and telecommunication systems. Deep understanding of the variables of mobile communications and knowledge about the communications sector business (technology, products, competition, trends in the world new technologies.

Project Management

Knowledge of communication protocols

