Angola, Botswana, Congo, Ethiopia, Ghana, Ivory Coast, Mauritius, Mozambique, Senegal, Tanzania and Uganda

www.hp.com/go/jobs   **"Requisition ID Number: 632853"**

HEWLETT-PACKARD

Hewlett-Packard (HP) is the largest technology solutions provider in Europe, Middle East and Africa (EMEA) and worldwide. The company's offerings span from IT infrastructure, personal computing and access devices to global services, imaging and printing. Our customers are virtually everybody: consumers, small and medium sized companies, large corporations as well as Government institutions.

HP is a company fuelled by new thinking and unique ideas about creating more valuable experiences with technology. We make the impossible possible and are committed to challenging, stretching and never staying still. It is all to do with what sets us apart as a company.

Now we are looking for the best talents to help us develop cutting edge technologies and grow in Africa. We'll invest in your intellectual ability, encourage early responsibility and support your ambition and progress. With our coaching, guidance and global reach, the future is yours to explore!

EXPERIENCED ROLES

Assesses feasibility of pursuing an opportunity given what the customer is trying to accomplish, competitive presence and strength, and risk to HP of proceeding. Defines and positions well-targeted solutions to generate customer acceptance, develop internal HP buy-in, and wins the deal. Aggressively searches for opportunities in new or existing accounts, expanding business in a way that ensures profitability for HP.

What are we looking for?
- Has a high level understanding of the HP product roadmaps for multiple Business Units, and deep knowledge in area of specialization
- Demonstrated ability to work as the lead for large complex projects
- Applies deep understanding of technical or non-technical innovations & trends to solving customer business problems

GRADUATE ROLES

One of the best opportunities to join Middle East, Mediterranean & Africa is participating in "MEMA Graduate Sales University", our 18-24 months program designed for young talented graduates who are pursuing a career in the IT sector. Candidates who have passed the initial assessment phase will have the opportunity to participate in the "MEMA Graduate University" a 4 weeks summer training program where students will receive best in class professional training on how the world's leading IT Company operates its products and services.

What are we looking for?
We're looking for people who have graduated from top universities within the last 12 months or who will graduate within this academic year with degrees such as; Engineering, Computer Science, Information Technology, Business Administration, Economics; Marketing or any other technical or business studies;
- Language Skills: Advanced level of written and spoken English
- Interpersonal skills: The ability to work well with people
- Flexibility, Team Player, Analytical Abilities

How to apply to HP?

If you want to apply to the program, you must submit your online application and search the requisition ID Number, 632853 at
www.hp.com/go/jobs