

We need you:

Dedicated Talents to join us winning the market with best-of-breed IT&T solutions and world-class services

If you possess the exceptional drive to excel in your future career and the determination to achieve nothing but the best results in a world class IT&T sales/marketing/ technical sales teams, please read on to find out more about this wonderful opportunity – our Commercial Group Graduate Trainee Scheme.

WHO ARE WE?

PCCW Limited (SEHK: 0008) is the premier telecommunications provider in Hong Kong and a leader in Information and Communications Technologies in Asia. While expanding opportunities in mainland China in partnership with China Network Communications Group Corporation, PCCW continues to enhance Hong Kong's role as a regional center of technological excellence through innovative services in next generation fixed-line and mobile telephony, broadband, information technology, wireless communications, and IPTV (through its successful **now** TV network operated by PCCW subsidiary PCCW Media Limited). PCCW also provides cutting-edge technical services to network operators worldwide. PCCW subsidiary Pacific Century Premium Developments Limited is engaged in property development.

PCCW Commercial Group is one of the PCCW Group's core Business Units, is committed to positioning itself as a Preferred Business Partner by offering a full spectrum of telecommunications products and services & IT solutions for small to medium enterprises, large corporations and institutions and multinational corporations operate in Hong Kong, Mainland and overseas. We aim to provide state-of-art enterprise communications solutions for commercial clients not only to enhance their business profitability and productivity, but also to enable them to spear ahead in grasping future business opportunities.

The **Graduate Trainee Scheme of Commercial Group** is one of the commitments of the Commercial Group towards **developing young talents into distinguished business leaders of sales, marketing or technical sales in support of their career aspiration and company's success.**

To find out more about us, please visit our corporate Web-site at <http://www.pccw.com>

WHAT ARE THE OBJECTIVES OF THE SCHEME?

The **Graduate Trainee Scheme** is designed to guide and support the career path of talented fresh graduates who possess strong ambition to become professionals and leaders in the sales/marketing/ technical sales streams in the Integrated Communications industry.

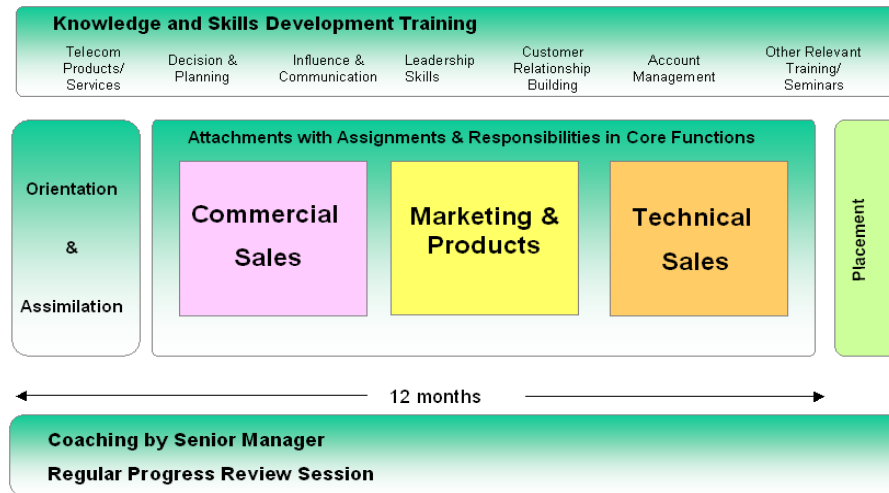
This intensive and comprehensive scheme will give you the opportunity to develop the skills and professional expertise necessary to establish and sustain a strong and outstanding performance within the Commercial Group.

Here you will be able to learn quickly while at the same time contributing to real business. You will have the opportunities to meet IT professionals and business executives of Small-to-Medium enterprises and commercial organisations; gain up-to-date marketing & product knowledge; participate in large-scale telecom & system integration tenders. You will learn and apply consulting, customer relationship, marketing & product management techniques and presentation skills to help customers enhance their business performance with state-of-the-art IT&T Solutions.



HOW DOES THE SCHEME WORK?

Upon joining the **Graduate Trainee Scheme**, you will be working in the sales/marketing/technical sales streams of our Commercial Group and undergo a comprehensive training and development program.



As a member of the **Graduate Trainee Scheme**, you will:

- Go through intensive training programs necessary for pursuing a successful sales, marketing or technical sales career, including:
 - Best-in-class selling skills covering face-to-face selling and territory selling
 - Cutting-edge IT&T product knowledge and industry knowledge
 - Up-to-date marketing and product management knowledge and skills in the IT&T industry
 - Participate and engage in developing viable IT&T business solutions
 - Customer relationship management & business acumen
- Participate in Sales or Marketing Management and Project Review meetings on regular intervals to learn from management’s decision making process
- Be arranged a mentor to provide you with ongoing professional and personal career guidance through monthly mentoring meetings

WHAT DO WE EXPECT FROM YOU?

- Master or Bachelor Degree, preferably: Business Administration, Marketing, IT, Electronic Engineering, Computer Science or related disciplines
- Fluency in spoken English, Cantonese & Putonghua
- Excellent English and Chinese writing skills
- Personal Qualities:
 - Drive to lead and succeed, Integrity, Customer Oriented, Foresight, Passion & Energetic, Wants Challenges

**Join the “Simply the Best” Sales,
Marketing & Technical Sales Teams**



WHAT IS OUR OFFER TO YOU?

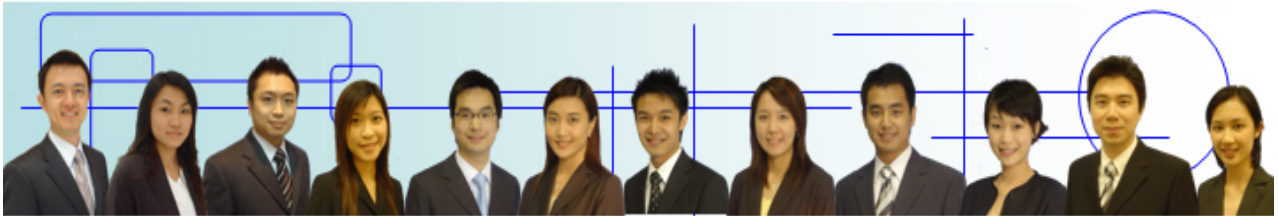
Candidates selected will receive an offer composing:

- attractive salary package
- flexible benefits provision including
 - Retirement Benefits
 - Medical Healthcare
 - Annual Leave
 - Employee Activities
 - Employee Discounts
- other exceptional staff offers on our wide range of services and products



In addition, we reward your efforts and dedication with:

- unique business exposure and networking opportunities
- a series of diverse assignments that will raise your caliber and challenge your capabilities
- the chance to take part and/or win in sales and marketing awards competition
- good career development opportunities commensurate with your contribution and potential



HOW CAN YOU APPLY?

If you think you are the talented graduate we are looking for, please complete the on-line application form on our corporate website at <https://learn.pccw.com/ba/>. The submission deadline is posted on the web-site. Qualified candidates will be invited to supply further information, attend interview assessment in Hong Kong.

NEED TO KNOW MORE?

Please email us at ba.recruit@pccw.com (For inquiries only. To apply, please use the online application form)