

Summer Internship – Sales Consultant (5th July - 31st Aug) – 4 Headcounts

Hewlett Packard Enterprise advances the way people live and work. We bring together the brightest minds to create breakthrough technology solutions, helping our customers make their mark on the world.

We're solving the world's most complex challenges, and our people are at the forefront of progress. In a Sales role at HPE, you'll play a part in building the future – one big idea at a time. You'll be selling HPE products, services, software, or solutions to customers, both directly and indirectly. Working at HPE, you'll have the resources to develop your talent and creativity. Are you ready to unleash your potential?

At HPE we believe in bold moves, the power of “Yes we can”, and being a force for good. Our work thrives on differences, fueling creativity to give our customers all they deserve. But our work is far from over. In fact, we continuously push for better. We empower our team members to make an impact on our business and in the world while fostering a culture that is unconditionally inclusive. Whether you're looking for an internship or to start your professional career, at HPE you'll be in a position to create and collaborate on projects that challenge and inspire you.

In a typical day as a Summer Sales Intern, you would

- Leverage market researches and work with local managers to drive local growth agenda
- Qualify opportunities for active pursuit based on the probability of success
- Consultatively position HPE in deals to influence and shape deals towards HPE's strengths
- Develop and champion the business justification for service solutions i.e. outsourcing, out-tasking, or annuity solutions
- Help Sales to position the value of the service solution program
- Maintain and execute regular customer events

If you are...

- Second Year or Third Year Bachelor or Master degree student in Information Technology, Business or any relevant discipline.
- Good at partnering, innovating, and making things happen. You are aligned to our core values.
- Able to develop short-term strategies and partnerships by using market research and analysis
- Experienced in selling, negotiation, proposal development and account planning
- An exceptional communicator and presenter to reach awareness of the total HPE portfolio

Join us and make your mark!

We offer:

- A competitive salary and extensive social benefits
- Diverse and dynamic work environment
- Work-life balance and support for career development
- An amazing life inside the element! Want to know more about it?

Then let's stay connected!

<https://www.facebook.com/HPECareers>

https://twitter.com/HPE_Careers

HPE is an Equal Employment Opportunity/ Veterans/Disabled/LGBT and Affirmative Action employer. We are committed to diversity and building a team that represents a variety of backgrounds, perspectives, and skills. We do not discriminate and all decisions we make are made on the basis of qualifications, merit, and business need. Our goal is to be one global diverse team that is representative of our customers, in an inclusive environment where we can continue to innovate and grow together.

Job Application Link:

https://hpe.wd5.myworkdayjobs.com/Jobsthpe/job/Taipei-Taipei-City-Taiwan/Sales-Intern_1079525