



PCCW
COMMERCIAL
GROUP

Graduate Trainee Program

Commercial Group
Graduate Trainee Program –
Commercial Sales



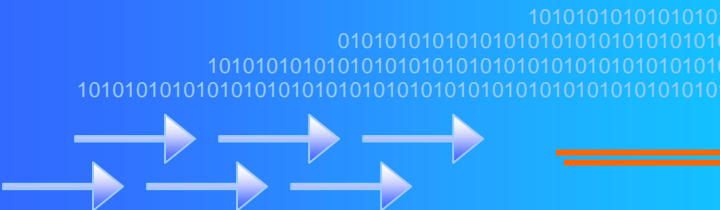
Heart 卓越唯心
for **Excellence**

Integrity **Discipline** **Foresight**

Focus **Professionalism** **Drive**

Passion **Energy**





We need:

Fresh talent to join the market leader in best-of-breed IT&T solutions and world-class services.

If you possess drive to excel in your career and determination to achieve the best results with a world-class IT&T sales team, read on to find out more about our Commercial Group Graduate Trainee Program – Commercial Sales.

WHO ARE WE?

PCCW Limited (SEHK:0008) is the premier telecommunications provider in Hong Kong and a world-class player in Information & Communications Technologies. As provider of Hong Kong's first quadruple-play experience, PCCW offers a range of innovative media content and services across four delivery platforms – fixed-line, broadband Internet access, TV and mobile. In addition, the Company meets the sophisticated needs of the international business community, while supporting network operators with cutting-edge technical services and handling large-scale IT outsourcing projects for public and private sector organizations.

PCCW Commercial Group is one of the Company's core business units and is positioned as preferred business partner offering the full spectrum of telecommunications products and services and IT solutions for small-to-medium-sized enterprises, large institutions and multinational corporations operating in Hong Kong, mainland China and beyond. We aim to provide state-of-the-art enterprise communications solutions to enhance business profitability and productivity for commercial clients and empower them with the competitiveness to capitalize effectively on future business opportunities.

The **Commercial Group Graduate Trainee Program** represents a commitment to developing talented young individuals into distinguished commercial sales business leaders, in line with their career aspirations and the Company's requirements for success.

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

WHAT ARE THE OBJECTIVES OF THE PROGRAM?

The **Graduate Trainee Program** is designed as an early career path for fresh graduates with ambitions to become commercial sales professionals and leaders in an integrated communications industry.

This intensive and comprehensive program will provide the opportunity to develop the skills and professional expertise necessary to become an outstanding performer within the Commercial Group.

Here, you will be able to learn quickly while contributing to real business enterprise efforts. You will meet IT professionals and business executives from small-to-medium-sized enterprises and commercial organizations, gain up-to-date marketing and product knowledge and participate in large-scale telecoms & systems integration tenders. You will learn and apply skills in consulting, customer relationship building, marketing and product management techniques and presentation to help customers enhance business performance with state-of-the-art IT&T solutions.



HOW DOES THE PROGRAM WORK?

After joining the **Graduate Trainee Program**, you will work in the Commercial Group's sales stream and undergo a comprehensive training and development program.



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

- Go through the intensive training programs necessary to pursue a successful sales career, including:
 - Best-in-class selling skills covering face-to-face selling and territory selling
 - Cutting-edge IT&T product and industry knowledge
 - Participation and engagement in developing viable IT&T business solutions
 - Customer relationship management and business acumen
- Participate in sales and project review meetings at regular intervals to learn from management's decision-making process
- Work with a mentor to gain ongoing professional and personal career guidance via monthly mentoring meetings

*After the program, you will
become a professional commercial
sales business leader*



Join simply the best sales team

WHAT DO WE EXPECT FROM YOU?

- Master's or Bachelor's degree, preferably in Business Administration, Marketing, IT, Electronic Engineering, Computer Science or related discipline
- Fluency in spoken English, Cantonese & Putonghua
- Excellent English and Chinese writing skills
- Personal qualities, including drive to lead and succeed, integrity, customer orientation, foresight, passion and energy and a spirit that relishes a challenge

WHAT IS OUR OFFER TO YOU?

Selected candidates will receive an offer comprising:

- Attractive salary package
- Flexible benefits including:
 - Retirement provision
 - Medical cover
 - Paid annual leave
 - Employee discounts and other exceptional staff offers on our wide range of services and products



In addition, we will reward your efforts and dedication with:

- Unique exposure to business and networking opportunities
- A series of diverse assignments that will increase your caliber and challenge your capabilities
- The chance to take part in sales and marketing awards schemes
- Career development opportunities commensurate with your contribution and potential



HOW TO APPLY

If you think you are the kind of graduate we are looking for, please visit our website at <http://www.pccw.com/Careers>, select the program and complete the online application form. The submission deadline is posted on the website. Shortlisted candidates will be invited to provide further information and attend an interview and assessment session in Hong Kong.

NEED TO KNOW MORE?

For inquiries, please email us at career@pccw.com. To apply, please submit your online application form at <http://www.pccw.com/Careers>.

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