

Position Description

Vacancy Title: **Solutions Engineer (Huawei)**

Location: **Suva, Fiji**

Reports To: **None**

Objective

The Solutions Engineer develops new products and solutions and advances solution promotion and engagement in the Fiji telecommunications market in relation to Huawei products and solutions. Business needs get translated into technical solutions through close coordination between clients, sales teams, and technical teams, reports to Department Director.

Outcomes

Organisational Stakeholders

1. Client Needs Analysis and Stakeholder Alignment Achieved

- Comprehensive engagement with clients and internal stakeholders was completed to capture business and technical requirements.
- Customer challenges, operational needs, and strategic objectives were clearly identified and documented.
- Business requirements were successfully translated into practical technical solutions and implementation approaches.
- Stakeholder expectations were aligned through effective communication, consultation, and solution workshops.
- Consensus was achieved on solution scope, objectives, and delivery requirements, supporting successful project outcomes.

2. Solution Design and Recommendations Successfully Delivered

- Innovative and fit-for-purpose solutions were successfully designed, developed, and recommended to meet customer requirements.
- New business opportunities were identified, qualified, and supported through strategic solution recommendations.
- Competitive and differentiated solutions were developed following assessment of customer needs and market trends.
- Proposed solutions were aligned with applicable industry standards, security requirements, and best practices.
- Technical recommendations contributed to improved customer outcomes, operational efficiency, and business value.
- Solution architectures were validated to ensure scalability, reliability, and long-term sustainability.

3. Pre-Sales Documentation and Bid Support Successfully Completed

- High-quality solution proposals, technical documentation, and system specifications were successfully prepared and submitted.
- Comprehensive pre-sales support was provided for customer RFIs, RFPs, tenders, and solution bids.
- Technical content and commercial requirements were accurately aligned to customer expectations and business objectives.
- Winning solution proposals were supported through timely and professional bid preparation and presentation activities.
- Sales and marketing initiatives were strengthened through effective solution promotion and technical advisory support.
- Proposal quality and responsiveness contributed to enhanced customer engagement and competitive positioning.

4. Demonstrations and Proof Activities Executed

- Product demonstrations, solution presentations, and proof-of-concept activities were successfully conducted for prospective and existing clients.
- Technical capabilities and business benefits of proposed solutions were effectively showcased to support customer decision-making.
- Demonstrations were tailored to client requirements, resulting in increased interest and engagement in proposed solutions.
- Positive feedback was received from stakeholders regarding solution suitability, functionality, and business value.

5. Project Delivery Support and Cross-Functional Collaboration Successfully Enabled

- Strong collaboration was maintained with sales, engineering, and project teams throughout the project lifecycle.
- Technical expertise and solution guidance were provided to support successful project implementation and delivery.
- System integration testing, deployment activities, and issue resolution were effectively supported.
- Project milestones were achieved through proactive coordination and effective stakeholder engagement.
- Successful knowledge transfer and technical support were provided to internal teams and customers where required.

6. Customer Relationship Growth Enabled

- Strategic customer relationships were strengthened, resulting in increased customer confidence and engagement.
- Trusted advisor relationships were established through proactive consultation and solution-oriented support.
- Ongoing customer needs were identified and addressed through continuous engagement and technical guidance.
- Business development opportunities were expanded through effective relationship management and customer advocacy.
- Customer satisfaction and loyalty were enhanced through responsive support and value-added solution recommendations.

Responsibilities - Key Competencies

Competence	Description
Business	
Information Analysis	Make informed decisions by collecting and interpreting data and information
Documentation	Communicate using formal business writing.
Communication	Exchange information through verbal communication
Customer	
Customer Commitment	Demonstrate a commitment to customer service - both internal and external customers.
Relationship Building	Build beneficial relationships with suppliers and stakeholders.
People	
Team Orientation	Work in a team towards a common aim.
Problem Solving	Develop practical solutions to a situation.
Learning	Develop the competencies of self and others to enhance performance.
Self-Management	Manage your priorities and objectives efficiently and effectively
Professional	
Technical Strength	Demonstrate knowledge of a specialist discipline.
Technology Application	Apply technology.

Qualifications

Qualification	Discipline	Notes
Preferred		
Degree	Engineering, Information Technology/Computing	Bachelor’s degree in Information Technology.

Work Knowledge and Experience

- 1–3 years’ experience in systems engineering, solutions engineering, technical consulting, or a similar role.
- Experience working with clients and cross-functional teams.
- Extensive local experience managing strategic engagement and influencing service providers.
- Domain technical expertise in one or more of wireless, microwave, wireline, datacenter, or similar telecommunications solutions.
- Experience translating business requirements into technical solutions.

Requirements

Other Required Statements

No other required statements found.

Interactions

Type	Interaction	Comments
Internal		
	Team and Department Director	
External		
	Clients	

Attributes

Behavioural Styles

Detail oriented	Attends to the small elements of a task/activity, ensuring completeness and accuracy.
Innovative	Devises new and creative ways to do things comes up with original ideas.
Punctuality	Completes a required task or fulfills an obligation before or at a previously designated time
Reliable	Is able to be trusted to do what is expected or has been promised, puts in a great amount of effort believing in the value of work.

Interpersonal Styles

Objective	Impartial and honest in dealings with others, eliminating own feelings and view to reach a balanced judgement.
Team Oriented	Enjoys being with others as part of a group or team.

Thinking Styles

Challenger	Queries, tests information/beliefs and provokes thought.
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Reflective	Takes a thoughtful and deliberative approach.
Well organised	Controls tasks in a well thought out and critical manner.

How To Apply

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Contact for Enquiries

Contact Name: Elizabeth Cama

Contact Email: elizabeth@maxumise.com

Further Contact Information: --

Closing Date: 13 Sep 2026