

# Hewlett Packard Enterprise Careers



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## Aruba Intern

South Africa

At Hewlett Packard Enterprise, we bring together the brightest minds to create breakthrough technology solutions that advance the way people live and work. What sets us apart? Our people and our relentless dedication to helping our customers make their mark on the world.

We are a team of doers, dreamers and visionaries; inspired by our purpose and driven by our strategy. We live by our three values: partner, innovate and act.

Our legacy inspires us as we forge ahead, always pushing to discover what's next. Every day is a new opportunity to advance and grow ourselves, our company and the industry. Some people call it an obsession, we call it a way of life.

### What you need to know about the job

|                          |                                  |
|--------------------------|----------------------------------|
| <b>Job ID:</b>           | 1050089                          |
| <b>Date Posted:</b>      | 9/1/2019                         |
| <b>Primary Location:</b> | South Africa                     |
| <b>Job Category:</b>     | Graduate Program and Internships |
| <b>Schedule:</b>         | Full time                        |
| <b>Shift:</b>            | No shift premium (South Africa)  |

Serves the partner for information regarding product, services, and promotions.

Promotes company offerings to become a key part of the partner's business and solutions; May be brought by partner to sell company brand to end-customers.

- Establishes and maintains account plans to promote sales growth.
- Achieves assigned quota for company products, services and software.
- Transactional and relationship selling within, and influencing, a team of selling professionals; physically visits partner customers at their offices.
- Creates, fills-in and manages company funnel for deals with partners and transforms potential leads into joint sales activities.
- Actively engages company resources and senior executives to build strategic relationships with the partner which ensures long-term business opportunities for company.
- Ensures partners are compliant with legal and SBC practices.
- May drive SOW growth with distributors who are managing small partners on behalf of company.
- May recruit and develop business relationship with new partners.

**Responsibilities:**

Apprentice includes students working at the company who are enrolled in apprenticeship programs in association with their university. Typically used in countries where specialized apprenticeship programs exist. College Interns are university students who are working at the company during their study or in summer breaks between university semesters. College Intern is only used in selected countries where it is not the practice to differentiate based on academic year completed.

**Education and Experience Required:**

Enrolled in University.

HPE is an equal opportunity employer/Female/Minority/Individual with Disabilities/Protected Veteran Status

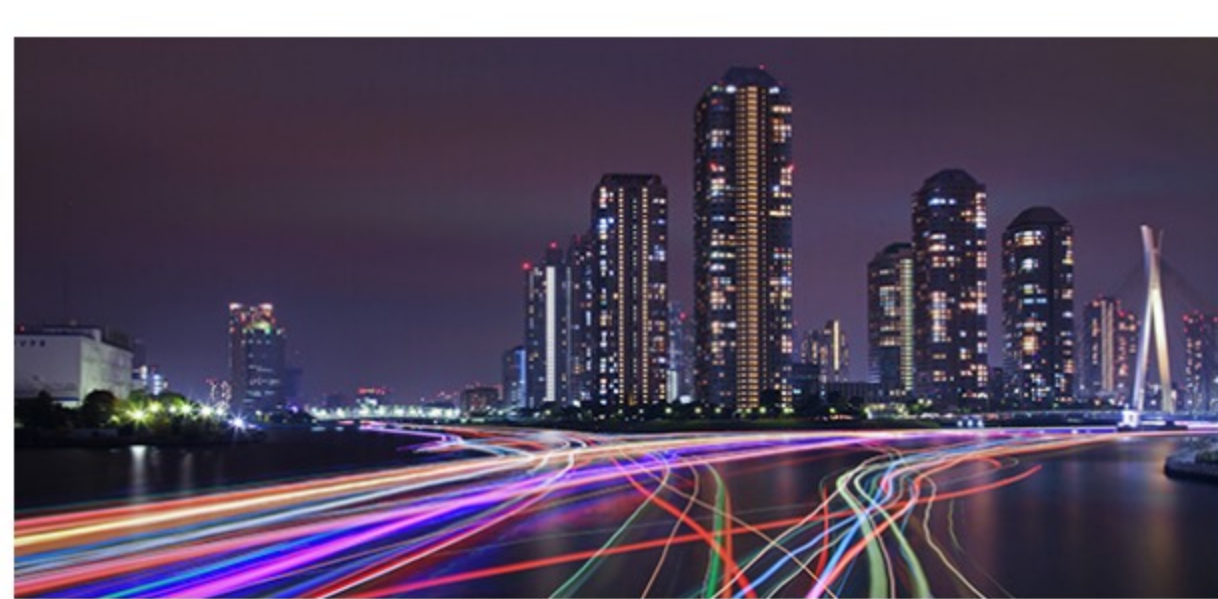
## Testimonials



Vision is key to embrace change and gravitate towards the future. Strategy and actions contribute to achieving your goals. However a dedicated team is essential for reaching ultimate success. My team gives me the energy required to be successful at HPE.

JULIEN BERTIN  
Africa & Greece Managing Director

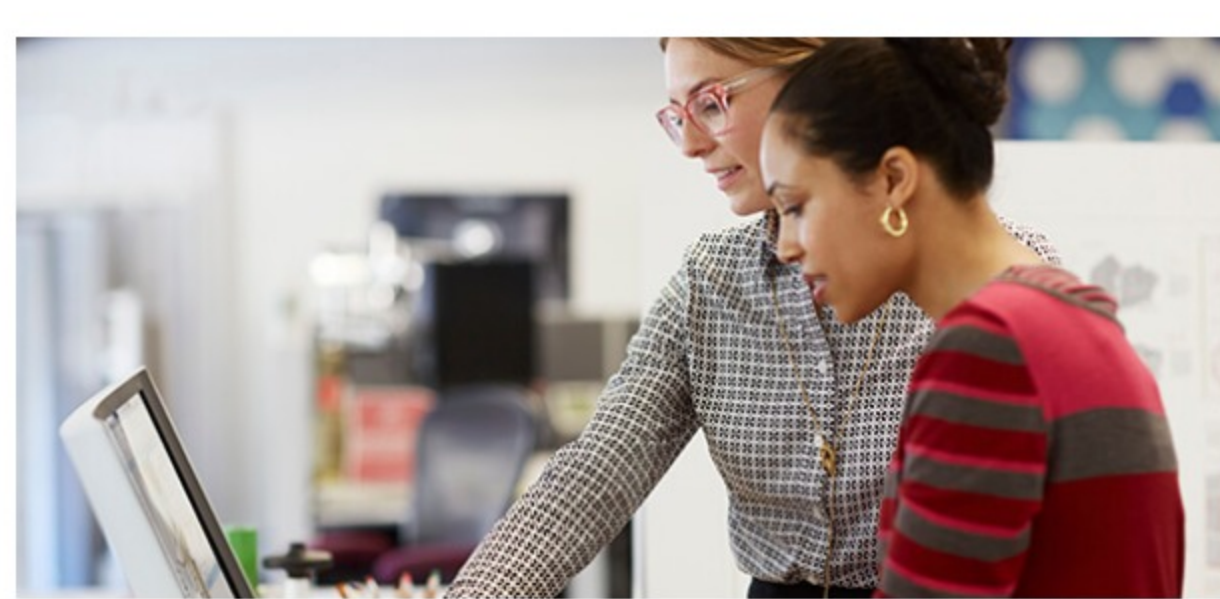
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Hewlett Packard Enterprise advances the way people live and work. What sets us apart? Our people. Our people's relentless commitment to partner, innovate, and act.

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Standards of business conduct (SBC)  Accessibility  Equal Opportunity Employer (EEO)

United States

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