



**Graduate Consultant – Germany (country wide) – 54643**  
**Graduate Programme**  
**Spring/Summer start 2017**

At Red Hat, we connect an innovative community of customers, partners, and contributors to deliver an open source stack of trusted, high-performing technologies that solve business problems. We're a billion dollar S&P 500 company offering solutions from Linux to middleware, storage to cloud, together with award-winning global customer support, consulting, and implementation services.

We are currently looking for three graduates to join us on our Graduate Programme in Germany. In this role, you will passionately promote the adoption of Red Hat's solutions in our key enterprise accounts, government agencies, and other key customers throughout Germany. Through a series of interactions both in-person and remote, you'll earn the trust and confidence of customers' engineering, development, and operations teams by aligning their requirements and use cases with the functional capabilities of Red Hat solutions.

The Red Hat graduate programme offers extensive technical and professional training during the first two years of your career with Red Hat. You will get the chance to collaborate on stretch assignments with other experienced Red Hat Consultants and Architects in a variety of locations across Germany, as well as the opportunity to contribute to community projects and events. At the beginning of the programme you will be assigned a mentor and buddies to support you (alongside your manager). You will receive regular development reviews throughout the programme, which has been designed to ensure you gain the necessary training and experience to successfully transition into a more senior role upon completion.

Your training will start with a series of on-boarding courses that cover our business and how you fit into it, as well as the skills you'll need to hit the ground running in your new role. From here, you'll take your first steps in your Red Hat career – where we'll expect your collaboration and opinion, and to make a meaningful contribution straight away. There are no rotations with other departments or fixed-term contracts, you'll get to start to build a real role, and with real responsibilities from day one.

**KEY RESPONSIBILITIES**

- Constantly learn about new Red Hat technologies and apply those concepts to customer needs
- Integrate technical knowledge and business understanding to create solutions for customers
- Proactively and reactively look for solutions to prevent problems from occurring in team / technology area
- Assist with project related activities (both technical and non)
- Work closely with colleagues in a collaborative team environment, providing and sharing information at all opportunities
- Build and maintain strong relationships with your colleagues and our customers
- Use your critical thinking skills to tackle tough problems in an innovative way
- Act as a trusted advisor at the client site and assist the project or technical managers in setting and delivering on expectations
- Bring innovative ideas and enthusiasm to the project team while identifying new business opportunities
- Maintain an understanding of industry practices and through project experience and training
- Respond to incidents, escalations, and exceptions in a professional manner

## REQUIRED SKILLS & EXPERIENCE

- Bachelor's degree (or equivalent) in Computer Science or a related field of study
- Have a passion for emerging technology and desire to build a career in the IT industry
- Problem solving skills
- Good communication skills to convey information to internal and external clients
- Demonstrate ability to find the correct resources and collect required information
- Enthusiastic, motivated, positive attitude and ability to learn quickly
- Ability to work both on your own and as part of a team
- Full driving licence
- Ability to travel up to 75% of the working week
- Fluent in German & English

The Red Hat graduate programme offers meaningful technical and personal development opportunities within a collaborative and innovative environment. Providing you the chance to work with people who are not only subject matter experts but also passionate and committed to the open source way. At Red Hat we like to get involved and have fun along the way – join us, and who knows, you might even find yourself in a music video! <https://www.youtube.com/watch?v=rwaaFwTluLU>

Please send your CV (in English) and covering note (quoting ref. no. 54643) via email to:

jshields@redhat.com  
Jo Shields  
Talent Acquisition Partner - EMEA Campus Lead