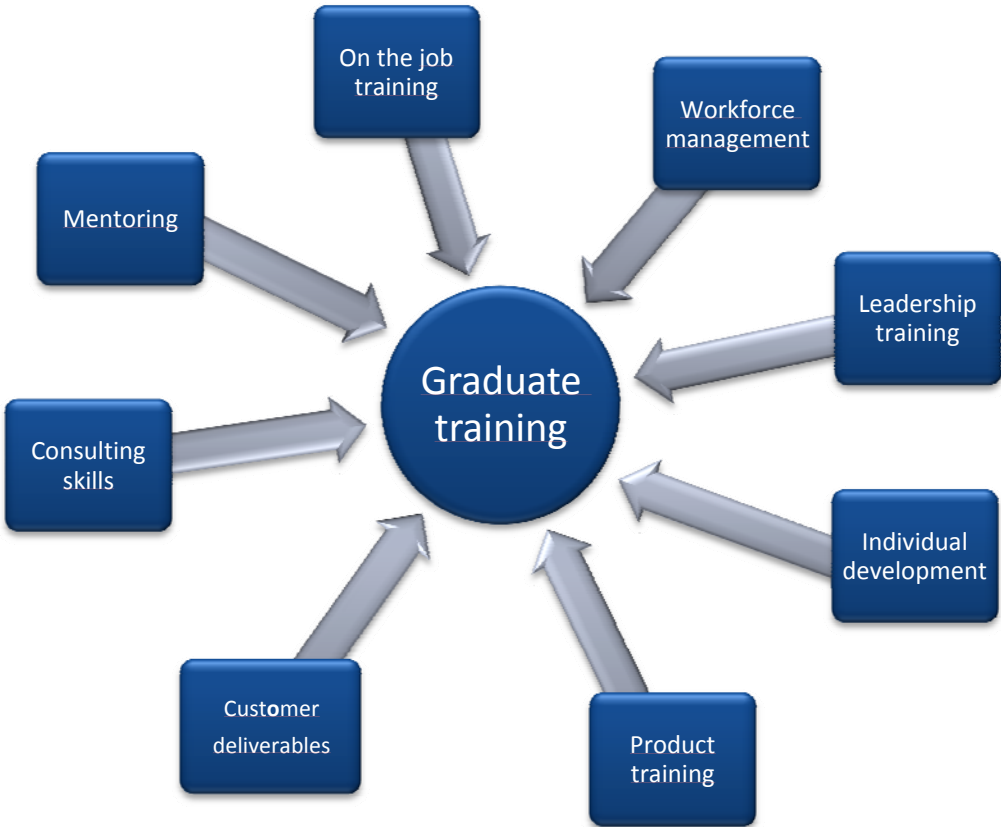


# Teleopti International Graduate Program

The Teleopti International Graduate Program is an ambitious 15-month training program that aims to develop the next generation Teleoptimists and future Teleopti leaders. The objective is to give the graduates a deep understanding of Teleopti's organization, values, products and specifically the consultant role; a professional platform for forthcoming challenging roles in the company.

Are you newly graduated and ready to get your professional career off to an exciting and challenging start in an international environment? Do you want to work in a value driven corporate culture, the so called "Teleoptimism" that encourages the individual to grow with the company? Do you dream of a career and a working environment that encourages freedom and enables you to make a difference? Then Teleopti is the right place for you.

## Program overview



## Program set up

The Graduate Program runs for 15-16 months; starting between September 1 and October 1, 2010 and ending December 31, 2011. Over the course of the program, you will spend at least three months in one of Teleopti's foreign offices.

You will belong to the Professional Services department and the Team Project Management or Team Technical Consulting; this depends on your area of interest. During the period, you will also become

familiar with the other teams in the PS and the other departments at Teleopti in order to get a broad understanding of Teleopti's activities and build your own network.

You will work on projects both in Sweden and abroad. The Graduate Program has a distinct learn-by-doing focus, which imposes very high standards of dedication and hard work. You will have a mentor who will act as your speaking partner and follow your progress throughout the program. All mentors are involved in company management.

During the program we will support your personal development by training you to learn lessons from everyday life and to reflect on the events around you. You will continuously work with and discuss your individual IDI-profiles (Interpersonal Dynamics Inventory). All graduates will also participate in Teleopti's leadership program: "Next-generation leaders".

## Program schedule

- Q4-2010** Learning the company, the product (Teleopti CCC) and the consultant role. Follow and assist senior consultant on his projects.
- Q1-2011** Running projects by oneself with support from a senior consultant.
- Q2-2011** Running project by oneself with the senior consultant acting as a sounding board.
- Q3-2011** Running projects from Sweden / any of the foreign offices and rotation to other departments.
- Q4-2011** Running projects from Sweden / any of the foreign offices and rotation to other departments.

## Your profile

You hold a recent Master of Science (preferably within IT) and you are among the best in your class. We expect you to be a fast and ambitious learner, allowing you to acquire new skills and knowledge in an efficient manner. It is a requirement that you are fluent in written and spoken Swedish and English. Other language skills are an advantage.

At the personal level you are self-driven, loyal and extroverted, enabling you to deliver results and meet customers' and partners' expectations. You have strong analytical skills and a service-minded attitude. Furthermore, you have solid networking skills, allowing you to communicate well with people on all levels of an organization.

You are excited about the international aspects of the role and are willing to work abroad for shorter and longer periods of time. Finally, you are excited about the opportunity to become an expert in the Teleopti solution, which requires all of the above characteristics and a strong motivation to join a cutting-edge software company that delivers major improvements within Workforce Management and Telecom Expense Management.

One common factor that we attach great importance to is your willingness to adapt and live our core values; Speed, Closeness, Commitment and Professionalism. We keep these values in mind in everything that we do to keep them alive and make sure they are reflected in the way we act both toward our customers and one another.