Cisco Sales Associates Program

CISCO

Learning
the speed of @ LIFE

DISCOVER YOUR PASSIONS

We value you and the experience you want to have. Our commitment to innovation and operational excellence means we can offer you unparalleled work, development and career opportunities to exceed your professional aspirations.

Your work and career achievements drive our success. As you bring out the best in Cisco, we want to bring out the best in you. And together we can change the way the world works, lives, plays and learns.

DEMAND SOMETHING DIFFERENT

The Cisco Sales Associates Program (CSAP) is not your typical experience. We are an industry-leading career development program designed for top university graduates from around the world who aspire to become the next generation of sales leaders at Cisco.

This year long program provides outstanding hands-on educational and on-the-job training that enables you to accelerate your career while offering you a highly competitive salary with excellent benefits.

"I am **constantly** surrounded by **intelligent** people helping me and pushing me to **succeed**."

Brooke Shafner
Associate Sales Representative
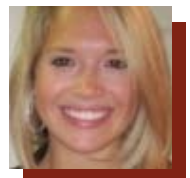
Cisco Sales Associates Program

THE CISCO DIFFERENCE

As the worldwide leader in networking, we are transforming how people connect, communicate and collaborate. We are looking for **Associate Sales Representatives (ASRs)** and **Associate Systems Engineers (ASEs)** who can help our customers transform their business and solve their most pressing business issues.

Ideal candidates are self motivated, achievement oriented, have strong interpersonal skills, enjoy building relationships with customers and partners, and are passionate about leading edge technology.

Our Associates are from different countries, backgrounds, genders, ethnicities, and abilities. But what makes Cisco unique is the inclusive way in which we come together to collaborate, and find new solutions.

THE EXPERIENCE

Our Associates learn by using case studies, sales simulations, and a blend of instructor-led and self-paced training delivered in state-of-the art virtual classrooms leveraging the latest Cisco technologies.

> FIRST THREE MONTHS. Associates will expand their sales and business acumen, increase their technical knowledge and develop executive presentation skills, as well as learn about Cisco's products, solutions, architectures and competitors.

> NEXT NINE MONTHS. ASRs will move into a quota-carrying role within Inside Sales and ASEs will move into an engineering role within our Technology Solutions Network, Labs or Briefings organizations where they will get on-the-job sales experience interacting with customers and partners and will be mentored by Cisco seasoned sales and engineering professionals. They will also participate in ongong virtual learning and certification studies.

> WHAT'S NEXT. Upon successful completion of the program, ASRs are promoted to a Virtual Account Manager and ASEs are promoted to a Virtual Systems Engineer within the Cisco sales organization where they can continue to develop and grow in a rewarding career.

If the idea of working with leading edge technology in a fast paced, exciting environment while collaborating with other recent university graduates from around the world appeals to you, then apply today.

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THE REQUIREMENTS

- Undergraduate or graduate degree (minimum BS/BA)
- Graduated from an accredited university prior to program start date and within 27 months of program start date
- Cumulative GPA of 3.0 or higher or equivalent in your academic program
- Fluent in English, written and verbal
- Must be able to legally live and work in the country you are applying, without visa support or sponsorship (student visas or work visas obtained on your own are not eligible for the program)
- Must be willing to relocate to a training hub, within your country or region, for at least 2 years
- ASEs: Technical support, pre-sales support, installation or sales experience in the technology industry preferred
- ASRs: Sales experience preferred (including retail sales, corporate internships or entrepreneurial programs)

THE NEXT STEPS

Apply at University Connection
www.cisco.com/go/universitycsap
- Select Search + Apply
- Scroll down to Full Time – Sales
- Click on Positions
- Click on ASR or ASE position for your theatre
- Login to Apply

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we collaborate. innovate. educate *together*