



Cisco Sales Associate Program: Associate Sales Representative (ASR) **Location: Germany, France & UK**

The Opportunity:

Cisco is changing the way we work, live, play and learn. If your desire to work with leading-edge technology is matched by your drive to succeed in a highly collaborative, fast paced and global environment the Cisco Sales Associate Program (CSAP) is the right challenge for you. We are actively seeking candidates for the Associate Sales Representative (ASR) role as part of our next generation sales trainee program.

As an ASR, you will participate in a 12-month extensive learning experience that provides you with the training you need to become a successful Cisco sales leader. Your learning will focus on developing your technical acumen, business acumen, selling skills and presentation skills. In an effort to maximize your learning experience you will receive a blend of virtual classroom training, participate in mentoring workshops and gain real life experience through job rotations within the Global Sales Operations team.

During the first two months of your training, you will develop your business acumen, gain knowledge of effective sales skills and build a foundation for Cisco's leading edge technologies. These key learning will take place through virtual classroom training. Access to technical consultants and coaching will be provided to hone your skills throughout the program.

At the end of the two months, you will transition to Cisco's Inside Sales organization where you will gain real work experience supporting the Sales organization. As a part of the Inside Sales rotation, you will own accounts, drive and close business with the opportunity to earn sales compensation. You will be mentored and guided by Cisco's Inside Sales Account Managers and receive coaching and feedback to help you continue your learning in a real life environment.

Upon successful completion of the training period there are several opportunities within the Cisco community to continue your career development in roles such as Program Management, Inside Sales, Global Account Management and field Account Management roles as part of our customer facing sales team. You define your future at Cisco – Welcome to the Human Network

Competencies of a Successful ASR Include:

- Customer oriented with the ability to engage business relationships with an ability to maintain and grow them
- An effective communicator, able to assist the Engineering community in presenting technical solutions and interpreting customer requirements
- Able to persuade and influence opinions as well as overcome challenges confidently while recommending the best solution for the client
- Receive and manage constructive feedback, taking proactive responsibility to develop and learn from experiences
- Achievement orientated and motivated by challenges, able to consistently deliver, while also aiming to exceed Cisco and customer targets
- A successful team player who is able to take a lead or supporting role as need to drive and motivate your team to results

Education Requirements:

- Minimum of BS/BA or equivalent military experience
- Degrees in Business, Sales, Marketing, Communications, Information Technology, Computer Science, Finance are preferred

Eligibility Requirements:

- Graduated with undergraduate or graduate degree within 24 months of program start date
- Ability to live and work in the country of your application with no additional sponsorship from Cisco
- Must be fluent in English as well as the native language of the country of your application

To apply please visit our Graduate Website at:

[Graduate Careers - Europe - Cisco Systems](http://www.cisco.apply2jobs.com/index.cfm?fuseaction=mHvexternal.showPositionDetails&PID=3272)

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Next deadline for application is March 31th 2010

Program start date: end of July 2010