

Internship & Work-Integrated Learning Center (WIL)

JOB VACANCY FORM

Job Reference No.: JV164

Company Name: **CISCO**

Company Type: Private – International



Job Position/Title:	Associate Sales Representative	Academic Major:	Business, Sales, Marketing, Communications, Information Technology, Computer Science, or Finance would be preferred
Salary Range:	Competitive + bonus and benefits	Years of Experience:	Fresh Graduate or graduated since 2010
Job Location:	Dubai (with Amsterdam for first 12 months)	Job Type:	Full-time
Nationality:	Any Nationality	Gender:	Male or Female
Job Description:	Dubai (Please note that for the first 12 months this role will be located in Amsterdam) Salary: Competitive + bonus and benefits Are you passionate about sales, driven to succeed, have strong interpersonal skills, enjoy working with leading-edge technology and want to collaborate globally with highly talented people? The coveted Cisco Sales Associates Program (CSAP) is designed for top university graduates who aspire to become the next generation of sales leaders at Cisco. This year long program offers world class, hands-on educational and experiential training that will develop Associate Sales Representatives (ASRs) to become successful Account Managers. The program will help you develop the ability to not only start business relationships, but to have the drive, attitude and ability to maintain and grow them. You will become an effective communicator, able to assist the Engineering community in presenting technical solutions as well as listening to and interpreting customer requirements. A persuasive and influential leader you will be achievement orientated and motivated by challenges. Please note that for the first 12 months this role will be located in Amsterdam. You must be available to start on July 30th 2012. During the first three months you will expand your sales and business acumen, increase your technical knowledge and develop executive presentation skills, as well as learning about Cisco's architectures, solutions, products and competitors. You will do this with case studies, sales simulations, and a blend of instructor-led and self-paced training, delivered in state-of-the-art virtual classrooms that leverage Cisco technologies. Throughout the following nine months, in parallel with virtual learning, you will move into a quota-carrying role within Inside Sales where, mentored by Cisco seasoned sales professionals, you will get on-the-job sales experience.		

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	Finally you will take on a Virtual Account Manager role. You should hold an undergraduate or graduate degree (minimum BS/BA) having graduated from an accredited university; preferably with a cumulative GPA of 3.0 or higher. A degree in Business, Sales, Marketing, Communications, Information Technology, Computer Science, or Finance would be preferred. Fluent in written and verbal English as well the local language, you must have sales experience that includes retail sales, corporate internships or entrepreneurial programs. We offer a highly competitive salary, accelerated career opportunities and excellent benefits, with the chance to work in multi-million dollar territories with high earning potential. Cisco will make a significant investment in your ongoing career development and success.
Minimum Qualifications:	Fluent in written and verbal English as well the local language, you must have sales experience that includes retail sales, corporate internships or entrepreneurial programs
No. of Positions Required:	5
Job Close Date:	April 17th 2012

To Apply, UAEU Graduates/Alumni must submit a short online application form at

<https://www.cisco.apply2jobs.com/HVExt/index.cfm?fuseaction=mHvexternal.showPositionDetails&pid=372598&lid=32>