

Center for Career Planning & Placement (CCPP)

Graduate Placement Services (GPS)

JOB VACANCY FORM[©]

IMPORTANT: The information presented in this document can be shared only internally at UAE University!

Job Reference No.: JV343

Company Name: **Cisco**

Company Type: Private



Job Position/Title:	Cisco Sales Associates Program	Academic Major:	Business & Economics - Information Technology
Salary Range:	Gross 47.000 Euro / year	Years of Experience:	Fresh Graduate
Job Location:	first 2 years Amsterdam, then Dubai	Job Type:	Full-time
Nationality:	Any Nationality	Gender:	Both
Job Description:	If you are passionate about sales, driven to succeed, have strong interpersonal skills, enjoy working with leading-edge technology and want to collaborate with highly-talented people globally, apply today for an Associate Sales Representative (ASR) position at Cisco. The Cisco Sales Associates Program (CSAP) is one of the most highly-coveted early-in-career development programs designed specifically for top university graduates from around the world who aspire to become the next generation of sales leaders at Cisco. CSAP provides world-class, hands-on educational and experiential training that will develop our Associate Sales Representatives (ASRs) to become successful Account Managers in the Cisco Sales Organization. The ASR role enables you to advance your career rapidly by providing the training and resources needed to become successful in an industry-leading sales organization. During the first three months of the program, ASRs will expand their sales and business acumen, increase their technical knowledge and develop executive presentation skills, as well as learn about Cisco's architectures, solutions, products, and competitors. ASRs learn using case studies, sales simulations, and a blend of instructor-led and self-paced training delivered via Cisco TelePresence® and Cisco WebEx® technologies. Throughout the next nine months of the program, in parallel with virtual learning, ASRs will move into a quota-carrying role within Global Virtual Sales where they will get on-the-job sales experience interacting with customers and partners and will be mentored by Cisco seasoned sales professionals. After successfully completing the program, ASRs are promoted into a Virtual Account Manager (VAM) role within the Cisco sales organization where they can continue to grow in a rewarding career. A successful ASR will become: • Customer oriented with the ability to not only start business relationships, but to have the drive, attitude, and ability to maintain and grow them • An effective communicator, able to assist the Engineering community in		

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	presenting technical solutions as well as listening to and interpreting customer requirements • A leader that is able to persuade and influence opinions as well as overcome challenges confidently while recommending the best solution for the client • An employee that can receive and manage constructive feedback, taking proactive responsibility to develop and learn from experiences • One who is 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 role, drive, and motivate a team towards a goal
Minimum Qualifications:	Eligibility Requirements: • Undergraduate or graduate degree (minimum BS/BA) • Cumulative GPA of 3.0 or higher preferred or equivalent in your academic program • Fluent in English and Arabic (written and verbal) at time of application • Sales experience required (including retail sales, corporate internships or entrepreneurial programs) • Business, Sales, Marketing, Communications, Information Technology, Computer Science, or Finance degree preferred Relocation Requirements: • Year 1: Associates must be willing to relocate to Amsterdam for the 12 months of the program. Cisco will provide relocation assistance. • Year 2: Associates will be promoted to a Virtual Account Manager (VAM) role in Global Virtual Sales. VAMs must be willing to stay in Amsterdam or be relocated to a Global Virtual Sales hub in UAE or region for 12 months, based on business need. We cannot confirm final placement destination at time of offer. Cisco will provide relocation assistance. • Year 3: Employees can apply to open Account Manager and Field positions within the company.
No. of Positions Required:	3
Job Close Date:	Applications close Date is 9th of May , program starts on 29th of July

To Apply, UAEU Graduates/Alumni should send their CVs to:

Apply online at cisco career page, direct link:

<https://www.cisco.apply2jobs.com/HVExt/index.cfm?fuseaction=mHvexternal.showPositionDetails&pid=377518&id=98>

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