

Learning at the Speed of Life

Cisco and its partners are at the center of change—touching all aspects of our connected world and creating unprecedented opportunities to transform the way we work. Cisco partners are looking for those individuals inspired to be a part of the next revolution of change and innovation.

Cisco sells more than 80 percent of its products through partner companies who package their services with Cisco technology to develop customized business solutions for each customer. To help support our partners, Cisco has committed to training new and existing partner employees that qualify for the program.

Over the last decade, Cisco has led the industry in professional training and development of early-in-career talent. Cisco is now offering the opportunity for our partner companies to provide training and development for their early-in-career talent through the **Partner Sales Academy (PSA)**.

Our partners are looking for **Partner Associate Sales Representatives (P-ASRs)** who will grow and develop into their next generation of technical sales leaders. Partner sales personnel need to have the right combination of sales and business acumen, technical comprehension, creativity, and collaborative problem-solving skills.

Job Summary:

The Partner Sales Academy offers early-in-career professionals a year-long program that provides world-class, comprehensive hands-on educational and experiential training to enable unlimited career opportunities. During the first three months of the program, P-ASRs will be immersed in a learning bootcamp designed to expand their sales and business acumen, increase their technical knowledge, and develop executive presentation skills, as well as teach them about Cisco architectures, solutions, and products. P-ASRs will learn using case studies, sales simulations, and a blend of instructor-led and self-paced training, delivered through Cisco TelePresence, Cisco WebEx technologies, and the Apple iPad.

Throughout the following nine months of the program, P-ASRs will relocate to the partner location for which they were hired. They then will transition into a sales role where they will get on-the-job sales experience, interacting with customers, while being coached by experienced sales professionals. Over the course of the year, they will continue online learning, using a PSA-provided Apple iPad, and earn industry-leading certifications.

Qualifications:

The Cisco Partner Sales Academy is an early-in-career development program for those passionate about sales and driven to succeed with strong interpersonal skills, an interest in working with leading-edge technology, and a desire to collaborate with highly-talented people globally. Partner companies offer highly-competitive salaries and commissions, accelerated career opportunities, and excellent benefits.

- Bachelor's degree with a minimum cumulative GPA of 3.0 and graduated within the past five years or military equivalent
- Quota-driven and achievement-oriented with strong leadership and collaboration skills
- Excellent oral, written, and influencing skills
- Prior sales experience in telesales, business-to-business (B2B), direct, retail, inside, or field sales
- Willingness to relocate to Research Triangle Park, North Carolina, the training hub for months 1-3
- Willingness to relocate to the partner-designated location (determined before you are hired) in month 4
- Candidate must be able to legally live and work in Canada without visa support or sponsorship. For example, if the candidate is applying to a position in Canada, they must be able to legally live and work in Canada for the partner company. The candidate will receive visa support from the partner company for the first three months of the program to come to the United States for training.

To apply for the P-ASR position, please go to the following link: <http://ciscopsa.talentrooster.com>

