

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 individuals inspired to be a part of the next revolution of change and innovation, including exceptional candidates who have recently separated from active military service.

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 (PSA) is one of the most highly-coveted career development programs and offers eligible veterans the opportunity to participate in a year-long program providing world-class, hands-on educational and experiential training. 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's geographic 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 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 competitive salaries and commissions, accelerated career opportunities, and excellent benefits.

- Within three years of being honorably discharged as an officer or E4-E9 enlisted with four years of service in intelligence; civil engineering; communications; cryptology; nuclear; signals or signals intelligence; electronic warfare, electronic maintenance, or missile maintenance; avionics; air control; air support; or cyberspace support
- Quota-driven and achievement-oriented with strong leadership and collaboration skills
- Excellent oral, written, and influencing skills
- 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

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