

Partner Associate Sales Representative

As an early-in-career Partner Associate Sales Representative, you would work directly for one of Cisco's channel Partners while receiving world-class training for a year with the Cisco Partner Sales Academy. This position offers training to prepare for managing and cultivating customer accounts and the opportunity to obtain certifications valuable in building a sales career in the high-tech industry.

Qualifications:

- Graduated within the past five years with a bachelor's degree and a minimum cumulative GPA of 3.0
- 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 the training hub in Amsterdam, The Netherlands, for months 1-3
- Willingness to relocate to Partner-designated location (determined before you are hired) in month 4

Description:

The ideal candidate will be self-motivated and possess excellent communication skills. In addition, the candidate will be able to work effectively with an extended team to develop customized sales solutions for customers. Partner Associate Sales Representatives must be able to articulate the unique business value of the Partner Company to both existing customers and key prospects, while developing solutions that meet evolving customer challenges and needs in a competitive market.

The Partner Sales Academy:

The Partner Sales Academy is a 12-month program, combining 13 to 15 weeks of in depth, on-site professional and technical development with nine months of mentoring and on-the-job training. The program is for individuals who are driven to succeed, with strong interpersonal skills, an interest in leading-edge technology, and a desire to collaborate with others. Partner companies offer highly-competitive salaries and commissions, accelerated career opportunities, and excellent benefits.

To apply for the position of Partner Associate Sales Representative, please send your resume to: psa-europe-info@cisco.com.