Partner Associate Sales Representative (P-ASR) Job Description

Now is an optimal time to start a new career in the transforming IT industry. As networking technologies bring new economic and social opportunities to communities throughout the world, businesses, nonprofits, hospitals, schools, and government organizations are experiencing growing demand for networking professionals to design, build, maintain, and secure their networks.

The Cisco Partner Sales Academy is a 12-month comprehensive development program designed to accelerate sales and engineering careers in a variety of growth areas such as video, cloud-based service, healthcare, and green technologies. Collaboratively with the Cisco team, Cisco Channel Partners deliver solutions that drive business and industry transformation. More than 80% of Cisco’s business is delivered through these collaborative Channel Partner relationships. They are vital to delivering the full value of a technical solution to their customers, and accelerating innovative solutions to the business challenges of today and tomorrow. Channel Partners are focused on delivering Cisco-based solutions to end users, developing long-term, consultative relationships with them in order to enable the end-customers’ business goals.

In order to deliver on that commitment to customers, Cisco Channel Partner sales personnel need to have the right combination of sales acumen and understanding of key business drivers, built on a foundation of technical understanding. The Cisco Partner Sales Academy is addressing those areas specifically by offering recent graduates an award-winning training experience that builds knowledge, skills, and hands-on experience to enable long-term careers with Cisco Channel Partners. In addition, the program offers the opportunity to work with the Cisco team directly, discussing current and future trends with senior business executives who will shape the Internet for the next generation.

The Cisco Partner Sales Academy is one of the most highly-coveted early-in-career development programs offered anywhere designed specifically for select university graduates from across the country who aspire to become the next generation of technical sales leaders. This year-long program provides world-class, comprehensive hands-on educational and experiential training that will develop our Partner Associate Sales Representatives (P-ASRs) to become successful in a Cisco Channel Partner organization.

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 a P-ASR position. The P-ASR role will enable 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, P-ASRs will expand their sales and business acumen, increase their technical knowledge, and develop executive presentation skills, as well as learn about Cisco architectures, solutions, products, and competitors. P-ASRs learn using case studies, sales simulations, and a blend of instructor-led and self-paced training delivered via Cisco TelePresence®, Cisco WebEx®, and iPad® technologies.

Throughout the next nine months of the program, P-ASRs will move into a mentored sales role with one of Cisco’s Top Channel Partner organizations where they will get on-the-job sales experience interacting with customers and coached by experienced sales professionals. P-ASRs will continue their online learning and, by the end of 12 months, earn industry certifications.

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After successful completion of the program, P-ASRs continue to grow in a rewarding career in the Cisco Partner Organization.

A successful P-ASR will be:

- 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 presenting technical solutions as well as listening to and interpreting customer requirements
- A leader who is able to persuade and influence opinions as well as overcome challenges confidently while recommending the best solution for the client
- An employee who 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
- Be equipped with proven, honed sales and technical skills, coupled with cutting-edge knowledge of the Cisco technology portfolio
- A successful team player, ready to assist and perform effectively in a sales organization

Eligibility Requirements:

- Undergraduate or graduate degree (minimum BS/BA)
- Graduated from an accredited university prior to program start date and within 36 months of program start date
- Cumulative GPA of 3.0 or higher preferred or equivalent in your academic program
- Fluent in English (written and verbal)
- Sales experience strongly preferred (including retail sales, corporate internships or entrepreneurial programs)
- Business, Sales, Marketing, Communications, Information Technology, Computer Science, or Finance degree preferred
- Legal authorization to work in the United States is required and we will not sponsor individuals for employment visas for this job
- You will be employed by a Cisco Partner company
- Must be willing to relocate to Research Triangle Park, North Carolina training hub for three months
- Must be willing to relocate to Cisco Partner designated location at the beginning of month four of the program

Why join Cisco Partner Sales Academy? A career with a Cisco Partner can offer you:

- The opportunity to work in one of the fastest-growing industries in the world
- Highly-competitive salary and commission, accelerated career opportunities, and excellent benefits
- Virtual collaboration with classmates from around the world using TelePresence, WebEx and iPad
- Access to industry-leading specialists and business units
- Ability to earn industry-leading certifications (CSE, CCDA, and ARSAM)
- The chance to work in multi-million dollar territories with high earning potential
- A significant investment to your ongoing career development and success