

Associate Systems Engineer Job Description

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. This year long program provides world class, hands-on educational and experiential training that will develop our **Associate Systems Engineers (ASEs)** to become successful **Systems Engineers** in the Cisco Sales Organization.

If you are passionate about leading-edge technology, have strong interpersonal skills, thrive on solving problems, and want to collaborate with highly talented people globally then apply today for an **Associate Systems Engineer (ASE)** position at Cisco.

The **ASE** 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 ASEs 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. ASEs learn using technical case studies, customer simulations, and a blend of instructor-led and self-paced training delivered in state of the art virtual classrooms that leverage Cisco technologies including TelePresence and WebEx.

Throughout the next nine months of the program, in parallel with certification studies and virtual learning, ASEs will move into an engineering role where they will get on-the-job experience interacting with customers and partners and will be mentored by Cisco seasoned engineering professionals. They will be assigned to work in one of the following organizations.

Technology Solutions Network (TSN)

- In TSN, ASEs will support account teams virtually and collaboratively with a variety of SE technical sales activities to give our SEs more customer and partner face time by collaborating on pre-sales activities. They will expand technical depth and coverage where limited resources currently exist and will increase account team productivity by providing high quality, timely responses to sales questions and research requests.

Customer Proof of Concept Lab (CPOC)

- In CPOC, ASEs will assist account teams and CPOC engineers with testing that is designed to win high-revenue, strategic and highly competitive pre-sales opportunities. CPOC's industry-leading, customer-facing labs offer on-site and virtual testing services for customers, aligning to the latest technologies and architectural plays.

Global Briefing Centers

- In the Customer Briefing Center (CBC) or Executive Briefing Center (EBC), ASEs will assist sales teams in building pipeline and accelerating sales. The Briefing Centers provide the sales organization with a competitive differentiation by demonstrating Cisco technologies and allowing customers to hear from subject matter experts

throughout the world. ASEs will work with a Demonstration Engineer to learn solution and product demonstrations and will give these demonstrations to sales teams and customers visiting the CBC or EBC.

After successfully completing the program, **ASEs** are **promoted** into a **Virtual Systems Engineering** role within the Cisco sales organization where they can continue to grow in a rewarding career.

A successful ASE will:

- Master the art of communicating complex details in simplistic terms to our customers and partners
- Thrive in a global, fast-paced, and collaborative environment
- Possess a strong attention to detail, able to react creatively but rationally to customer requests
- Become a leader that is able to work under pressure and make decisions with a positive "can do" attitude
- Be open minded and passionate about learning new technologies and delivering the best solution to our customers, on time and as promised
- Continue to focus on personal development and learning throughout his or her career

Eligibility Requirements:

- Undergraduate or graduate degree (minimum BS/BA)
- Graduated from an accredited university prior to program start date and within 27 months of program start date
- Cumulative GPA of 3.0 or higher or equivalent in your academic program
- Electrical/Computer/Networking Engineering, Information Technology, MIS, Computer Science, Mathematics or Physics degree preferred
- Technical support, pre-sales support, installation or sales experience in the technology industry preferred
- Fluent in English, written and verbal
- Must be able to legally live and work in the country the candidate is applying, without visa support or sponsorship (student visas or visas obtained on your own are not applicable for the program)
- Willing to relocate to a training hub, within the candidate's country or region, for the duration of the program
- Must be willing to relocate upon completion of the program within your country/region or stay at the hub location, depending on the business need (we cannot confirm final placement destination at time of offer)

Why join Cisco? A career with Cisco Systems can offer you:

- The opportunity to work in one of the most successful sales organizations in the world
- Highly competitive salary, accelerated career opportunities and excellent benefits
- Virtual collaboration with classmates from around the world using TelePresence and WebEx
- Access to next generation technologies
- Training, coaching and mentoring by experienced Systems Engineers and Account Managers
- Ability to earn industry-leading certifications (CCNA, CCNP, and CCIE)
- Opportunity to work in a uniquely diverse and socially responsible environment
- The chance to work in multi-million dollar territories with high earning potential
- A significant investment by Cisco to your ongoing career development and success