Associate Sales Representative Job Description
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Location: Malaysia (but must be willing to relocate to Singapore for 1 year training)  
Start date: July 2013

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 an Associate Sales Representative (ASR) position at Cisco.

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. CSAP provides world-class, hands-on educational and experiential training that will develop our Associate Sales Representatives (ASRs) to become successful Account Managers in the Cisco Sales Organization.

The ASR 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, ASRs 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. 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, in parallel with virtual learning, ASRs will move into a quota-carrying role within Global Virtual Sales (GVS) where they will get on-the-job sales experience interacting with customers and partners and will be mentored by Cisco seasoned sales professionals.

After successfully completing the program, ASRs are promoted into a Virtual Account Manager (VAM) role within the Cisco sales organization where they can continue to grow in a rewarding career.

A successful ASR will become:  
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 that is able to persuade and influence opinions as well as overcome challenges confidently while recommending the best solution for the client  
An employee that can receive and manage constructive feedback, take 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  
A successful team player who is able to take a lead role, drive, and motivate a team towards a goal

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 preferred or equivalent in your academic program  
Fluent in English (written and verbal) as well as fluent in local language for country of application  
Other preferred languages: Indonesian, Malaysian and Thai  
Sales experience required (including retail sales, corporate internships or entrepreneurial programs)  
Business, Sales, Marketing, Communications, Information Technology, Computer Science, or Finance degree preferred  
Must be available to start working on July 2013

Relocation Requirements:  
Year 1: Associates must be willing to relocate to the CSAP training hub in Singapore for the 12 months of the program. Cisco will provide visa and relocation assistance.  
Year 2: Associates will be promoted to a Virtual Account Manager (VAM) role in Global Virtual Sales. VAMs must be willing relocated to the Global Virtual Sales hub in Malaysia for 12 months. Cisco will provide relocation assistance.  
Year 3: Employees can apply to open Account Manager and Field positions within the company.

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 Account Managers and Systems Engineers. Ability to earn industry-leading certifications (CSE, CCDA and ASRAM). 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.

Here is the link where they need to apply:
https://www.cisco.apply2jobs.com/HVExt/index.cfm?fuseaction=mHvexternal.showPositionDetails&pid=377457&lid=3/3