**Next Generation Sales Associate**

**What You’ll Do**

Everything is converging on the Internet, making networked connections more relevant than ever before in our lives. Our employees' revolutionary ideas impact everything imaginable - from entertainment, retail, healthcare, and education, to public and private sectors, smart cities, smart cars, and everyday devices in our homes. At Cisco, that means you’ll take creative ideas from the drawing board to powerful solutions that have real world impact. You’ll interface with Cisco leaders, partner with experienced mentors, and develop incredible relationships with colleagues who share your interest in connecting the unconnected.

Beginning with six weeks of training designed for experienced sellers who aspire to become the next generation of sellers at Cisco, year one will be interacting with customers to drive adoption and positioning, ensuring they successfully maximize the value from our solutions throughout all stages of the Lifecycle – Plan, Build, and Manage.

In year two, Associates move into a quota carrying Virtual Sales Account Manager role providing territory coverage allowing Cisco to reach more partners and customers to increase revenue.

In year three, Associates begin to transition into available Field Sales roles to work the full Customer Lifecycle as a Next Generation Seller.

**Who You’ll Work With**

You are Cisco’s next generation selling machine. Join Cisco’s classically trained sales team and prepared to drive tomorrow’s customer engagement/adoption model - the future of our industry’s sales engagement. With deep product training while partnering with Systems Engineers, your class will join Cisco’s Customer Success team before proceeding into a virtual sales role that prepares you to discover, build, drive and expand opportunities with our Cisco partners and customers.

You’ll be part a team that cares about its customers, enjoys having fun, and you’ll take part in changing the lives of those in our local communities. Come prepared to be inspired.

**Who You Are**

You are self-motivated with a passion for sales. You have at least one year of direct selling experience with a proven record of success. You see yourself thriving in a fast paced highly matrixed environment. The ability to directly influence outcomes drives your performance.

You have a history of strong academic performance with a GPA of 3.0 or higher and you are authorized to work in the U.S. You are geographically flexible and in year three willing to take on a field sales role in a variety of locations.

**Why Cisco**

We connect everything: people, processes, data, and things. We innovate everywhere, taking bold risks to shape the technologies that give us smart cities, connected cars, and handheld hospitals. And we do it in style with unique personalities who aren’t afraid to change the way the world works, lives, plays and learns.

We are thought leaders, tech geeks, pop culture aficionados, and we even have a few purple haired rock stars. We celebrate the creativity and diversity that fuels our innovation. We are dreamers and we are doers.

We are Cisco.