



Business Overview

Cisco is a sales driven organisation that builds its success from a fierce commitment to our customers' satisfaction. Cisco has experienced unparalleled growth over the decades and closed fiscal year 2006 with nearly \$30 billion in revenue. It is a time of unprecedented change in the marketplace, and if sales executes effectively, will translate into significant opportunities for Cisco to build on its leadership position. This is a high impact environment to identify and deliver technical solutions to accelerate our Customer's success. As a member of the Sales team, you have a pivotal role in developing new business accounts as well as building long term partnerships with our valued customers.

Welcome to a network of talented graduates who envision new possibilities, enable innovation, and create things never before imagined.

The role

Associate Sales Representative (ASR)
Associate Systems Engineer (ASE)

Summary of the opportunities

Associate Sales Representatives

The Associate Sales Representative (ASR) graduate role is the start of a career path to a fully qualified Cisco Account Manager position. This is one of the lead client-facing roles within the Cisco Sales teams, working with the Systems Engineering community to bring Cisco technology to our clients. ASRs primarily drive the client relationships, and bring the specialist technical knowledge of the engineering community to our customers. ASRs have a pivotal role in qualifying customer requirements, and developing & maintaining long-term partnerships with our valued customers.

Associate Systems Engineer

The Associate Systems Engineer (ASE) graduate role is the start of a career path leading to a fully-qualified Cisco Systems Engineer position. This is a lead client-facing role within the Cisco Sales team, working with the Account Management community in order to qualify the needs of our clients, develop solutions, and manage relationships. ASE's are the technical specialists of our sales community. They work with our customers to ensure their technical needs are fully understood and met – if not exceeded – by our solutions. As an ASE you will have an opportunity to work with many leading Cisco technologies, as well as interact with our valued customers. In this way, you will become a trusted advisor, adding a business and client relationship context to your role.

Opportunities in the Cisco Sales Associate Program start in summer 2008. Both roles are available in many countries across Western Europe and Israel. You must be eligible to live and work in the country you are applying for without a visa or sponsorship from Cisco.

To find out more about these opportunities, please visit

www.cisco.com/go/ciscograds