

Associate Sales Representatives (Full Time) - Taipei, Taiwan - Sourcing.

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Company: Cisco

Location: Taiwan

Category: other-general

Cisco Sales Associates Program (CSAP) Associate Sales Representative – Taipei,

Taiwan Start date: 28th July 2024 **What You'll Do** Cisco Sales Associates Program (CSAP)

is a global program that provides a structured training and on-the-job-experience to develop sales champions. We will develop your sales; technical and communication skills and you will be offered the opportunity to rotate and understand diverse areas of Sales via our model of Education Exposure Experience. You will learn how to position Cisco's architectures, solutions, products and technologies to our customers. Your career will continue as to grow as part of Cisco's Global Virtual Sales (GVS), a team that connects Cisco customers with solutions that can transform their businesses and change the world for the better. You'll build long-term business relationships with customers and Cisco partners, working closely with them to understand their business strategy and uncover new business opportunities, whilst achieving their desired business outcomes. You'll partner with Solutions Engineers and together you'll position the benefits of our Cisco solutions to your customer, using our best-in-class collaboration tools. From there, your career can develop and grow into a variety of sales opportunities at Cisco. While challenging, it will inspire you to become the best version of yourself. You will achieve industry-standard certifications, as part of our perpetual learning approach, and be assessed and mentored through customer simulations and on-the-job activities. We'll offer you a safe and fun environment to practice what you've learnt, all the while providing you with feedback to develop your potential. **Who You'll Work With:** You'll train alongside incredibly talented individuals, like yourself, from different countries and a diverse group of backgrounds. Early on, you'll make long-lasting

friendships and belong to a rich human network that will support you throughout your career. As a successful Associate Sales Representative (ASR), you'll learn to discover, build and drive new opportunities to our customers, with our Cisco partners, while collaborating with Cisco engineers to provide technical solutions that drive business outcomes for our customers. You'll learn from experts and coaches in an unrivalled setting using our own leading-edge technology. You'll have your own mentor, a CSAP alumnus who's been in your shoes and will help guide you in your development. With a strong Cisco team committed to your success, you'll gain hands-on education and experience, while receiving an attractive salary and pursuing your career dreams! **Who You Are:**

Recent graduate of a business/management degree; or certified from a Boot Camp, Apprenticeship, Community College, or Vocational School with up to 3 years of professional experience (internship/work-study or apprenticeship applicable).

You have a first experience in a selling or consulting IT role.

1-3 years B2B selling experience in similar or adjacent industry, start-up or consultancy company, ideally in sales with tech knowledge.

Fluent in English and local language.

Technology enthusiast who enjoys innovating.

Demonstrate eagerness to establish a long-term Sales career with Cisco.

Approach situations with an open and curious mind, taking on challenges and growth opportunities.

Ability to take complex problems, simplify them and thinking creatively to solve them.

A strong communicator with the confidence to engage and talk to a wide range of people and who views team collaboration as instrumental to achieving success.

Must be able to legally live and work in Taiwan without company sponsorship/support. Work permits obtained on your own are not applicable.

What we offer At Cisco, we strongly believe in the wellbeing of our employees and work life balance, and our benefits package is designed to reflect this. On top of your remuneration package, add holidays, you may be entitled to receive these **Benefits & Perks** as part of our

People Deal and benefits package. (May vary location.)

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