



# Global Sales Training

## Cisco Global Sales Internship Program



### Exceptional Experience

This is a nine-week summer internship opportunity for university students in the US and select countries in APJ and EMEAR. It targets 3<sup>rd</sup> year students that are interested in gaining technical and/or sales experience. During this internship, you will learn about Cisco technology solutions, be exposed to Cisco field teams throughout the globe, and will be involved in completing account research and insights for Cisco customers. Upon successful completion of this program, interested interns are encouraged to apply for the Cisco Sales Associates Program the following summer.

### The Cisco Difference

As the worldwide leader in networking, we are transforming how people connect, communicate, and collaborate. We are looking for interns with, and without, a technical background who can help our customers transform their business and solve their most pressing business issues. Ideal candidates are self-motivated, achievement oriented, have strong interpersonal skills, enjoy building relationships with customers and partners, and are passionate about leading-edge technology.

Our interns are from different countries, backgrounds, genders, ethnicities, and abilities. But what makes Cisco unique is the inclusive way in which we come together to collaborate and find new solutions.



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*My summer as a Global Sales Intern transformed the way I view business outcomes and customer needs. The dedication from leadership to help find my interests and how to apply my skills during this program has given me the confidence and experience to advance my career.*

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*Do you want to be  
the Bridge from  
Hope to Possible?*



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### The Sales Experience

**Gain Experience:** You will receive in-depth training on Cisco products and services while also developing professionally through executive exposure and mentorship opportunities

**Customer Insights:** Collaborate with peers and sales coaches to uncover transformational opportunities that will address Account Team's top strategic initiatives across different industries and vertical markets

### The Engineering Experience

**Gain Experience:** You will receive in-depth training on Cisco products and services while also developing professionally through executive exposure and mentorship opportunities

**Customer Insights:** Collaborate with peers and sales coaches to uncover transformational opportunities that will address Account Team's top strategic initiatives across different industries and vertical markets

**Technology Focus:** Gain insight into Cisco's architectures from distinguished Systems Engineers while participating in cutting edge projects including demonstrations and Hackathons. This track will provide opportunities to explore data center, digitization, security and beyond!

### Eligibility Requirements

University student scheduled to graduate in December 2020 – July 2021

**SALES:** Pursuing a BA, BS or MS degree in Business, Sales, Marketing, Communications, Computer Science, Finance, or related area

**ENGINEERING:** Pursuing a BS or MS degree in Computer Science, Computer Engineering, Data Science, Information Technology, MIS, Mathematics, Physics, or other equivalent degrees in technical disciplines

**Sales** Cumulative GPA of 3.0 or higher or equivalent in your academic program

**Engineer** Cumulative GPA of 2.75 or higher or equivalent in your academic program

Fluent in English (written and verbal), as well as fluent in local language for country of application

Must be willing to relocate to a program hub location the duration of the 9-week program

Must be able to legally live and work in the country for which you're applying, without visa support or sponsorship. (Student visas or visas obtained on your own are not applicable for the program)

**FORTUNE 100 BEST**

***Ranked #6 on Fortune's 100 Best Companies to Work For***

### How to Apply

Depending upon location and business needs program cohorts commence in early June.

Field Sales Intern: [Click Here](#)

Field Sales Engineering Intern: [Click Here](#)