Changing the Way We Work, Live, Play and Learn.

CSAP

Evi Kechagia

Systems Engineer

Cisco Sales Associates Program

Top Talent
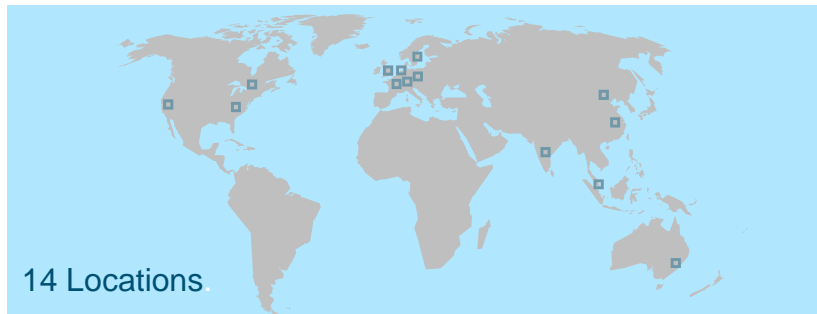
Diversity

>2000 Alumni

Giving Back

14 Locations

Industry Awards

Transformation

Future Leaders

Cisco Worldwide Sales & Partner Training

SALES ASSOCIATE PROGRAM

cisco

Associate Career Roadmap

CSAP

4-6 months Bootcamp

6-8 months On-The-Job Experience

Assessments & Certifications

@ CSAP Training Hubs

GVS&E

- VSAM (VAM, VPAM, VSS) role:

Individual Territory & Quota

GVS&E Local Hubs

- VSE role:

Assigned to a Country

GVS&E Local Hubs

GVS&E or Field

Field roles

ASR / ASE		
Year 1 - CSAP	Year 2 – GVS&E	Year 3 and Onwards
	VSAM / VSE	GVS&E or other roles

ASE Curriculum

Ongoing Assessments
Assessed Role Plays
Monthly Manager Observations

Cisco Certifications

Mandatory
{ Cisco Certified Network Associate (CCNA)
Cisco Certified Network Professional (CCNP)

Stretch
{ Cisco Certified Design Associate (CCDA)
Cisco Certified Design Professional (CCDP)
Cisco Certified Internetworking Expert (CCIE)

Architectures Training

Components of a Network
CCNA Bootcamp
Cross-Architecture Solutions with Design & Whiteboarding*
EN LAN*
EN Mobility*
WAN*
Data Center, Cloud, SDN*
Collaboration*
Security*
IOT & Digitization
Services
Recurring Revenue and Value
Programmability by Architecture
Service Provider
Demo & dCloud
Software by Architecture
DevNet Express

Sales & Professional Skills Training

Selling at Cisco: Customer Lifecycle Selling Model
ASE Sales Essentials
Financial Selling

Delivering Persuasive Presentations with Confidence
Professional Skills Workshop
Personal Brand
Giving and Receiving Feedback
Inclusion and Diversity
DISC
Leadership Skills

Business Outcomes Training

Partnering at Cisco
Services
Recurring Revenue and Value
Real Deal Speakers

ASR Curriculum

Ongoing Assessments
Assessed Role Plays
Technical Exams
Monthly Professional Behavior

Cisco Certifications
Cisco Business Architecture Analyst (DTBAA)

Architectures Training

Components of a Network
Networking Basics
Architectures & Customer Relevance
LAN
Mobility
WAN
DC, Cloud, SDN
Collaboration
Security
Internet of Things & Digitization
Selling Programmability
Service Provider
Services
Recurring Revenue and Value
Software by Architecture

Sales & Professional Skills Training

Selling at Cisco: Customer Lifecycle Selling Model
The Engaging Sales Conversation
Financial Selling
Creating Awareness of Needs
Assessing Alternatives and Risks
Negotiating
Achieving Results
Practicing Sales Skills with Customer Simulations
Delivering Persuasive Presentations with Confidence

Professional Skills Workshop
Personal Brand
Giving and Receiving Feedback
Inclusion and Diversity
DISC
Leadership Skills

Business Outcomes Training

Partnering at Cisco
Services
Recurring Revenue and Value
Salesforce.com
Real Deal Speakers
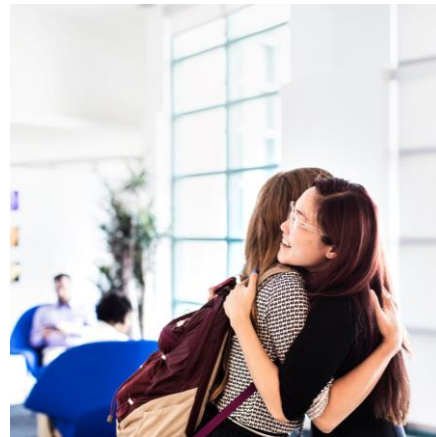
Talent Acquisition Journey

Your application

Stay connected

Digital Interview

On site
Assessment Center
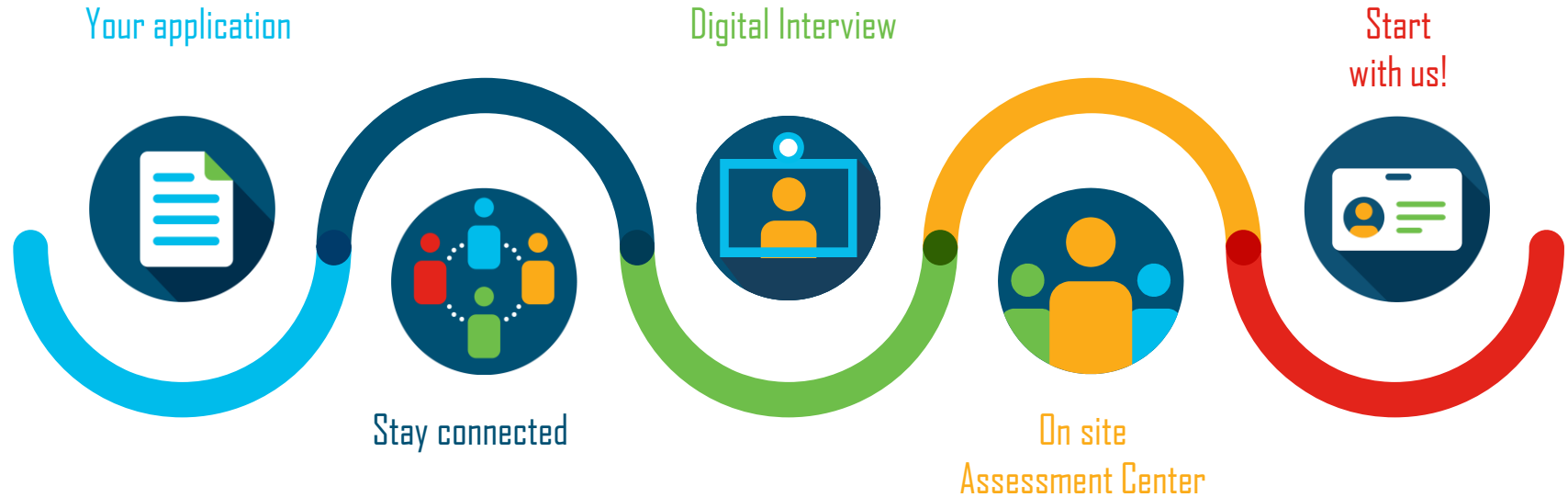
Start
with us!

Come prepared

Build your
Personal Brand

Stay focused

Be curious

Want to know more?

Check out our podcast!!

https://soundcloud.com/csapsalesfloor/tracks

Tales from the CSAP floor

A journey through the worldwide
Cisco Sales Associates Program
Insights from members starting
new careers at Cisco

Join us!

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