

Cisco is seeking a Product Sales Specialist (PSS) that will be leading our sales efforts across the global account with HQ Switzerland. This position will focus on driving the use cases using Cisco's FAST-IT Product Portfolio and leveraging Cisco Services.

The ideal candidate will have a demonstrable blend of sales success, industry experience, business relevance and technical acumen in a role that has high visibility and impact within Cisco's customer base.

You are an experienced professional looking to build out their career to the next level and will help drive key deals in the selected global accounts as well as being an advocate for the customers within Cisco and contribute to a Global Cisco team.

What You'll Do

Are you looking for a role that motivates and energizes a sales team to drive opportunities in Cisco collaboration solutions and adjacent services? As a Sales Specialist, you will be responsible for directly impacting the overall sales team goal by serving as a trusted advisor and technical expert.

We are looking for a confident leader that is eager to help define strategic and competitive strategies and go to market plans.

As business leaders navigate an increasingly complex world of connections, they need IT to provide a platform that can dynamically respond to shifting needs. The new normal will leverage highly automated Data Centers, Public and Private Cloud. Cisco is crafting a rich portfolio of hardware, software and service solutions to meet these new requirements.

You will be responsible for working on Cisco's newest and most cutting-edge entries into the Data Center market segment within Cisco's Financial, Pharma and Manufacturing Enterprise customers. You will play a critical role in enabling Cisco to bring new products and services to market.

Participate in the creation of an overall account plan

Participate in the creation of a FAST-IT business plan

Proactively generate leads through customer meetings, seminars, and education
Qualify Opportunities

Research and demonstrate solution ROI

Present technical components of Cisco solutions to customer
Competencies & Behaviours
Business Acumen

Build relationships both within and outside of Cisco; establish credibility quickly through personal self-confidence

Understand competitor offerings and provide input to the sales team on product positioning and differentiation.

Who You'll Work With

The PSS will work closely with Cisco's Frontline Sales, Partners and in close collaboration with FAST-IT Center of Excellence. Some of the most exciting global customers are your peers and base for success.

Who You Are

A successful Sales Specialist with have experience in the following areas:
Several years of related experience.

Build and define sales strategy for a given set of global customers

Execute on a business plan to gain market share, build solid relationships with customers

Cisco product experience or relevant experience in key competitor offerings in technology area of emphasis required. Extended knowledge of the Cisco Datacenter Analytics (Tetration) is a key to success

Proactively share information about common replicable architectures that are most appropriate for assigned customers

The PSS has a good knowledge of their specialization and adjacent technologies including product, technology, and competitive information

Excellent written and verbal communication skills.

Write and speak English fluently.

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.