

EMC SALES ASSOCIATE PROGRAM

Build impressive influencing skills.

YOUR FUTURE STARTS NOW AT EMC.

Launch your career in Sales as you help unleash the power of information for clients around the world. By participating in the EMC Sales Associate Program, you'll learn the fundamentals needed to build the career you've always dreamed of.

EMC ranks among one of the ten most valuable technology companies. With approximately 48,000 employees worldwide, we are a global leader in Information Technology. Through innovative products and services, EMC accelerates the journey to cloud computing, helping IT departments to store, manage, protect and analyze their most valuable asset—information—in a more agile, trusted and cost-efficient way. Here, you'll develop your skills for connecting with people and building relationships. It's the opportunity to turn the knowledge you've acquired into a career that stands the test of time.

You'll experience intense product and sales training and valuable mentoring. After you complete the 2.5 to 3 year Sales Associate Program, it can lead to other sales opportunities within our field-based direct sales team, sales management, or cross functionally throughout EMC.

RESPONSIBILITIES

As part of our Sales Associate Program, you'll generate qualified customer leads that our inside and outside sales teams can develop into sales opportunities. This includes:

- Using multiple lead-generation tools, generate potential sales leads via the phone, making a minimum of 50 outbound calls per day
- Participate in ongoing Sales, Business and Technical training courses to increase overall awareness of EMC's solutions and go-to-market strategies
- Take part in verbal presentations and written tests that measure sales competency and messaging ability

The EMC logo is located in the bottom right corner of the page. It features the letters "EMC" in a bold, white, serif font, with a superscripted "2" to the right of the "C". The logo is set against a dark blue background.

- Contribute to “Partner Blitzes” which educate our partners and grow EMC’s channel business

REQUIRED EXPERIENCE

- Bachelor’s degree required coupled with the desire to begin a sales career
- Self-starter who can multi-task and adapt to changing situations
- Prior sales experience preferred but not required
- Excellent written and verbal communication skills with an ability to influence others
- Conveys a sense of urgency and drives issues to closure
- Mature and confident with strong interpersonal skills and a true team player
- A history of extracurricular activities such as sports, student government, societal membership, part—or full-time work, etc.

“I was able to transform into a strategic sales professional that knows how to connect with customers, provide valuable solutions to customer challenges and execute these solutions in a succinct, efficient manner. EMC has given me the foundation and fundamentals to propel my career forward, faster than I could have imagined.”

–Kate Danaher, SMB Inside District Manager, EMC SA Class of 2008
Providence College ‘08

“EMC will prepare you with the tools you will need to be successful in the business world. I have been able to succeed as a Sales Professional and improve my career path while significantly improving my lifestyle all around.”

–Thomas Napolitano, Inside Account Manager, EMC SA Class of 2009
Bentley University ‘09

“The Sales Associate Program helped me accomplish three personal career goals: to become a highly trained and knowledgeable technology sales professional, to compete at the highest possible level each and every day while always being challenged, and to establish the foundation and relationships for a lucrative career in sales. The SA program offers an environment to learn, practice, compete, and establish a strong foundation that is invaluable to your career.”

–John Westendorf, Enterprise Account Executive, EMC SA Class of 2008
Muhlenberg College ‘06



“The opportunity here is endless. The resources available to you are endless. Enter the program as you are, and exit as a member of the most seasoned sales force in the IT industry.”

—Madison Mobley, Divisional Manager of the Enterprise Inside Sales Program
Columbia University ‘09

Discover how your unique perspectives and innovative insights will empower you to make an immediate and lasting impact on EMC and on yourself. Learn more at www.emc.com/college.

EMC is an equal opportunity employer that values the strength diversity brings to the workplace.

The logo for EMC, featuring the letters "EMC" in a bold, serif font, with a superscripted "2" to the right of the "C". A registered trademark symbol (®) is located at the bottom right of the "C".