

# EMC Sales Associate Program

## Your life in information. Accelerated.

The EMC® Sales Associate Training Program is an exclusive, year-long opportunity for the next generation of sales leaders at EMC. This is your chance to enter the exciting field of sales with the world leader in information infrastructure.

Through intense product training, strong sales mentoring from experienced EMC professionals, and live lead-generation responsibilities, you can expect a high level of personal and professional development—and an accelerated start to your sales career.

*“EMC is a train ride to success. Through a sound learning program and a firm leadership staff, I have been able to develop my skills to jump-start my career into a driven performer with unequivocal results.”*

**Blake McNeal Tinsley, Sales Associate**

**If you're looking for a work environment that thrives on diverse perspectives and technology excellence—EMC is for you.**

We're committed to inclusion in the workplace because recruiting, retaining, and developing the most talented people in the industry is not only integral to who we are as a company, it is a business imperative.

*“By far, Inside Sales has the most potential not only to help you grow as a business sales professional, but also to accelerate your career. I've skyrocketed my opportunities more in the last 18 months here in Inside Sales than I could have ever imagined.”*

**Chris Nichols  
Inside Sales Solution Specialist**

**EMC. Exhilaration lives.**

**EMC<sup>2</sup>**  
where information lives®

# EMC Sales Associate Program

## Qualifications

- Bachelor's degree
- Sales experience preferred
- Excellent communication skills
- Must be comfortable speaking with high-level decision makers
- Must have strong interpersonal and problem-solving skills
- Must be an assertive and creative team player

Candidates are required to complete a background check prior to an offer being extended. The background check consists of the following:

- Employment Verification
- Education Verification
- Criminal Background Check
- Drug Test

“Being part of the Sales Associate Program is the equivalent of holding a winning lottery ticket; it provides you with the perfect blend of sales and technical training to help you succeed in every facet of the industry.”

**Matthew Fairbanks**  
Inside Sales Channel Manager

“EMC has been the most rewarding professional experience for me to date. The opportunities within the company as well as the challenging yet rewarding training program can't compete with any other program out there. Not only did I learn about the products, company, and industry, but the program invested in my personal development as well. The opportunities are endless and the people are amazing.”

**Amy Rotella, Sales Associate Intern**

## Take the next step

For more information on the EMC Sales Associate Program and other opportunities with EMC, visit [EMC.com/college](http://EMC.com/college).

# EMC. Exhilaration lives.