**Recent Graduates**
- Achieved qualification at university
- 0 - 1 years of experience (mainly build of internship/placement)
- Fluent in local language and English
- Passionate about New digital trends and Technologies
- Attracted by sales
- Able to manage goals and new customers

**Graduate Academy** → Associate Inside Sales Representative
Progression is based on performance, capability and role scope. A sales graduate’s responsibilities can vary based on account set or product specialisation.

**New Hire Training**
0 - 2 Months full immersive training
- 6 weeks of immersive training
- Develop IT fundamental knowledge
- Establish a challenger sales mind set

**Associate Inside Sales**
2 - 12 Months
- Demand generation
- Appointment setting
- Sales support
- Digital selling
- Development
- Trainings

**Inside Sales**
12 - 30 Months
- End to end sales cycles
- Quota carrying
- Independent
- Customer meetings
- Pipeline creation
- Storage ownership
- Development
- Trainings

**Experienced Hires**
- Achieved qualification at university
- 0 - 3 years of experience
- Fluent in local language and English

**WHY JOIN OUR NEXTGEN SALES ACADEMY?**
- Recognized world class sales academy
- Be a part of a rapidly growing major IT academy
- Competitive starting salary

[jobs.dell.com/nextgen-sales]