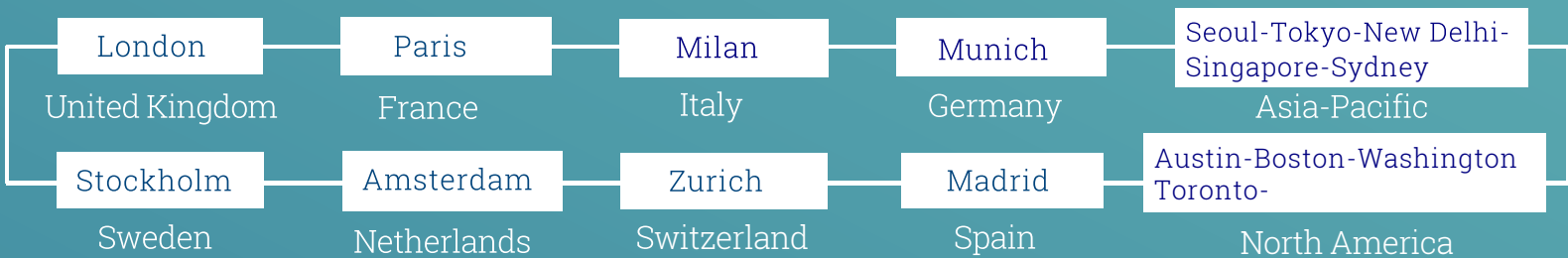


NextGen Sales Academy

NextGen Sales academy is a predictive path to an advanced sales career that gives ambitious graduates like you the business knowledge and training you'll need to become a future sales leader at Dell Technologies. Right from the start, you'll embark on a comprehensive onboarding program that will give you exposure to our portfolios and all areas of our organization.



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

6 weeks on-boarding and development split between your local based office and the academy headquarters in London

Experienced Hires

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

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.

NextGen Sales Academy

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

WHY JOIN OUR NEXTGEN SALES ACADEMY?



Recognized world class sales academy



Be a part of a rapidly growing major IT academy



Competitive starting salary