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North America
2011
35.9%

North America
2016
28.2%

Eastern Europe
2016
3.7%

Eastern Europe
2011
3.4%

Western Europe
2016
22.6%

Western Europe
2011
28.0%

Latin America
2011
3.1%

Latin America
2016
3.3%

Asia-Pacific
2011
27.9%

Asia-Pacific
2016
39.7%

EMC
2011
2.3%

I WANT TO USE THE CLOUD TO CHANGE THE WAY WE DO BUSINESS

In 2011, world ecommerce sales topped \$792.6 billion. By 2016, that figure is expected to reach \$1.32 trillion. The convenience of online shopping is clearly a major factor in its growing popularity. But as organisations strive to make their online experience even more accessible, they also need to tackle the ever evolving threat of criminals accessing funds, corporate data and customer accounts. EMC's cloud-based adaptive authentication and fraud detection platforms help them do just that. Already, this technology has been deployed by over 8000 organisations around the globe, protecting more than 20 billion transactions for over 200 million online users. But this is just one of the ways we're using cloud technology to change our world for the better. To find out more and discover where you fit in, head for emc.im/EMCgrads.

me.emc.com

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Visualisation above depicts actual and projected ecommerce spending by region. Source: eMarketer, Ecommerce Sales Topped \$1 Trillion for First Time in 2012, 2013

EMC SALES ASSOCIATE PROGRAM

Build impressive influencing skills

Your future starts now at EMC

Launch your career in Sales with one of the most valuable technology companies in the world, 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.

You'll experience intense product and sales training, live lead generation preparation and invaluable mentoring to get you ready for the future you've always dreamed was possible.

After you complete the two and a half to three 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, generating potential sales leads via the phone, making a minimum of 50 outbound calls per day
- Participating in ongoing Sales, Business and Technical training courses to increase overall awareness of EMC's solutions and Go-To-Market strategies
- Taking part in verbal presentations and written tests that measure sales competency and messaging ability
- Contributing 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 bodies, societal membership, part or full-time work, etc.

Discover how your unique perspectives and innovative insights will empower you to make an immediate and lasting impact on EMC and on yourself. Visit us and apply at: emc.im/EMCgrads or facebook.com/EMCCareersEMEA.

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