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Describe your overall duties/responsibilities as an Associate Systems Engineer:

As a current member of the Cisco Sales Associate Program (CSAP) my job is to learn and gain a breadth of knowledge about Cisco technologies and sales strategies. As part of the program, we are required to gain a number of Cisco certifications and complete a software project and job shadowing. Following one year in this program, as a Systems Engineer I will be partnered with sales teams and will be not only helping customers choose the right technologies to solve their business needs, but also explaining how the technologies work and helping customers integrate Cisco into their current networking solutions.

Explain the skills/abilities that are required for being successful in your role:

A strong desire to learn and share knowledge is required to be a Systems Engineer AKA Sales Engineer. Additionally, being able to effectively communicate your ideas and explain complicated technologies in a simple way is key to the role. A large part of the role is working directly with clients, so being

comfortable interacting and connecting with others can drive success in the field.

What advice would you give to students who are considering majoring in Electrical and Computer Engineering?

My advice would be to learn about modern technologies that are being used by businesses today. In engineering school, we learn about many important technologies, but not always the most relevant. The technology field is always growing and changing, so it is important to stay up to date on the trends and keep your skills relevant. Additionally, I would recommend taking some classes outside of the College of Engineering, such as entrepreneurship and other business classes, and giving focus to GE courses. This allows you to become well rounded and able to understand the business side of technology and gives you practice in effectively communicating your ideas.

