



Education Home > Education

Star Education Fair

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Off to America

CISCO has selected four top Malaysian graduates to go on a one-year training programme in North Carolina's Research Triangle Park in the United States.

The four are part of the global Cisco Associate Sales Engineer (ASE) programme that takes in talented engineering graduates from universities around the world and places them in a rigorous year-long orientation course. This is the first time Malaysia is participating in the programme.



The selected four (clockwise, from front left) Tan, Lim, Leong and Mukhriz will spend a year in the United States.

The ASE programme helps develop a systems engineer's sales, business, product and technical skills and equips him with the business acumen to address the changing needs of Cisco customers.

"Talent development is one of the areas that Cisco is involved in and the ASE programme builds on our initiatives in this area. In this way, Cisco is helping Malaysia build a highly-skilled base of knowledge workers to help it compete in the increasingly competitive global market," said Cisco Malaysia managing director Kumaran Singaram.

The four ASEs selected are Mukhriz Zakaria, a data communications and networking science graduate from Universiti Teknologi MARA (UiTM), Lim Wei Chiang, a computer science graduate from Universiti Malaya (UM), and Leong Wai Seng and Tan Wee Chun, graduates from Multimedia University (MMU), in electronic engineering and information technology, respectively.

They were selected from a pool of Cisco Certified Network Associate (CCNA) candidates nominated by Cisco's Networking Academy instructors from six institutions — MMU, UM, UiTM, Technology University of Malaysia, Universiti Tenaga Nasional and Universiti Kuala Lumpur.



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They were picked based on their academic qualifications, communication skills, professional attitude, business acumen and versatility via a series of verbal exams, quizzes, certification scores and role plays. All four were chosen from a final list of 16 shortlisted candidates.

"The interview process focused less on technical aspects and more on our interpersonal skills, positive attributes and personality," said Mukhriz.

The ASEs will undergo a rigorous training curriculum, comprising 80% technology and 20% soft skills training. Towards the second half of the programme, they will be assigned to sales managers and be involved in actual customer engagements. At the end of the training, they will become fully-qualified Cisco systems engineers.

"I have always wanted to work with a company like Cisco. I hope to acquire the necessary skill sets quickly so that I can contribute to the business as soon as we comeback," said Tan.

"This is a once-in-a-lifetime opportunity," said Lim.

"Being the pioneer batch from Malaysia to participate in this programme, we will be benchmarked against participants from around the world.

"I intend to learn as much as possible — both about Cisco's technology and how to work effectively in a different cultural environment.

"That way, I can contribute optimally to the company when I come back," he added.

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