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# Example of Enablement Manager Job Description

Our company is growing rapidly and is looking to fill the role of enablement manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for enablement manager

* Work closely with the Global Worldwide Enablement and Programs team to identify value content and localize delivery for the Japan market
* Design, coordinate, and deliver sales and technical training courses to our partners
* Create and deliver internal training on new features and functions of upcoming product releases
* Work with internal departments (sales, support, marketing, development), as appropriate, to ensure the customer or partner experience is extremely positive
* 30% Perform remote & live presentations, POCs (Proof of Concept) within the prospect/customer environment
* Act as an ‘anytime’ marketing national resource for E&T
* Support the distribution teams with the identification and implementation of initiatives to maximize distribution effectiveness and leverage shared services infrastructure
* Ensure there is a process for Employee On-boarding recognizing needs for marketing and sales enablement tools and resources (biographies, profiles)
* Determine, recommend and/or lead the implementation or improvement of identified IT Service Management (ITSM) processes
* Work with Program Manager to determine requirements, demand and timeline for product Simulators

## Qualifications for enablement manager

* 5-7 years of relevant experience, preferably supporting a sales organization
* Experience with CRM's preferred (Salesforce, etc)
* Minimum 2 years client on site experience and proven ability to asses clients business needs
* Able to deliver solutions in the form of Procure to Pay (P2P) products
* Strong knowledge of Excel, Access, Word
* Excellent communications skills including, presenting, editing, and writing accuracy and attention to detail required