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# Example of Enablement Manager Job Description

Our growing company is searching for experienced candidates for the position 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

* Manage go-to-market efforts and day-to-day relationships with partners, finding creative and scalable ways to deliver results
* Design and lead new hire onboarding/training programs for Account Executives
* Continually evaluate the needs of the sales organization relative to Account Executive development needs
* Stay informed on internal tools, technology and selling methodology used to improve sales productivity
* Identify success trends and key wins and build necessary story telling forums and programs
* Educate sales teams on key successes, selling strategies, lessons learned, and unique value propositions
* Participate in creation, planning, project management and metrics/reporting for regional execution of sales enablement initiatives and programs
* Participate in sales team meetings to support sales leadership in reinforcing proper selling techniques
* Ensure the SOE platform supports and enables the go-to-market strategy, as defined by each business unit
* Plan, execute, communicate and manage the maintenance of existing workshops, newly identified workshops

## Qualifications for enablement manager

* 3+ years’ experience serving in a pre-sales systems engineer role or an education delivery role
* 5+ years of experience architecting or delivering IT capabilities
* 5+ years of leadership or managerial experience
* 5+ years of experience in retail and/or service integrated systems design and development
* Self-driven and results-oriented with strong will to succeed
* Knowledge about business model cooperation between IT vendor and partner channel