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# Example of Field Training Manager Job Description

Our innovative and growing company is looking to fill the role of field training manager. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for field training manager

* Demonstrated time and project management experience required
* Ability to travel – must be willing to travel internationally 25% of the time
* Achieves sales training operational objectives by contributing sales training information and recommendations to strategic plans and reviews
* Develops and manages the implementation of new hire training and advanced sales workshops for representatives in training classes and regional/national sales meetings
* Ensures the sales training effort directs field force personnel to be compliant with internal policies and procedures, industry guidelines, promotional regulations, and laws
* Interacts closely with marketing management to develop and implement quality initiatives that support the brand strategy and tactics
* Interfaces with sales and marketing management Human Resources to accurately assess and prioritize developmental needs
* Develop sales certifications and certification tracks within the curriculum
* Develop behavioral and performance objectives for given training interventions and report on attainment of objectives to stakeholders
* Increase individual and team sales performance with the goal of aligning training content and methods to improve performance

## Qualifications for field training manager

* Gain necessary product knowledge to allow for effective delivery of training programs
* Collaborate with product and brand management to develop training programs to support key product launches
* Identify field-based training programs to support needs of sales team
* Integrate selling skills into all aspects of product and surgical technique training
* Conducts field ride-alongs to stay current on general and specific territory needs
* Define processes and standards for course content development