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# Example of Manager, Sales Training Job Description

Our company is hiring for a manager, sales training. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for manager, sales training

* Identify and clearly define the ROI metrics for the sales methodology and utilize for continuous improvement
* Provide ongoing training to new hires and experienced sales persons to establish, reinforce and sustain the required sales competencies
* Deliver other sales and/or product related training for Mack Trucks or Volvo Trucks, as needed
* Facilitate training courses in alignment with corporate communication and brand policies, guidelines, strategies, imaging and messaging in order to drive the ultimate Mack Trucks and Volvo Trucks dealer experience
* Actively pursue in learning activities that improve product knowledge, presentation and facilitation skills
* Travel domestically and internationally to facilitate onsite training courses at dealer locations or conference centers
* Manage a growing team of sales staff, predominantly selling over phone but also in person
* Give ongoing sales coaching and training to improve quality, conversion, and efficiency
* Manage the training program that introduces our new hires to Go Ahead’s itineraries and sales techniques, and offers continual support to experienced Sales team members
* Consistently demonstrate an entrepreneurial and positive attitude

## Qualifications for manager, sales training

* Generally 10 years of experience in the Pharma, Device, or Biotech industry desired
* Minimum 18 mos
* Bachelor’s Degree in Business or Microbiology plus a minimum of 3-yr
* Minimum Diploma with 10 years sales experience in related field
* Certified in Professional training
* Understanding the elements of adult learning