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# Example of Readiness Manager Job Description

Our growing company is searching for experienced candidates for the position of readiness manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for readiness manager

* Plan, design and implement sales training in support of Manufacturing Strategic Plan
* Drive a consistent approach to obtaining and consolidating sales feedback to regularly identify areas of improvement in solutions training and sales messaging, while working cross-functionally to develop a plan to rapidly close any gaps
* Partner with territory sales, field marketing, sales enablement to ensure we are collaborating with our partners in an organized, aligned approach
* Leveraging subject matter expert knowledge, collaborate with Sales Enablement to develop sales learning approach focused on driving effective, differentiated conversations around our Manufacturing Solutions and the Future of Making Things
* Ensure close alignment of sales solutions training objectives and overall go-to-market strategy
* While coaching channelsales, ensure sales teams have appropriate sales tools (value of solution, positioning, competitive separation)
* Provide closed-loop feedback to at all stages of deployment to Program Managers
* Manage deployment and readiness section
* Coordinate with JMD / RFF managers for tracking of personnel
* Track deployment readiness for the command

## Qualifications for readiness manager

* Previous sales experience, ideally selling enterprise software
* Experience working in the Banking and financial industry
* Experience working in the Finance area
* 5 - 7 years of experience in an area of project management, process improvement, change management and bank operations
* Assess enterprise risks inherent within the business for sale using available data sources (Enterprise Risk, Regulatory findings and Customer complaints)
* Oversight of risks related to asset sales, separation, trailing liabilities and Transition Service Agreements