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# Example of Sales Enablement Job Description

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

## Responsibilities for sales enablement

* Develop and drive content - in conjunction with other key stakeholders to address key business unit priorities as identified by senior sales and business unit leadership
* Partner - with GEO sales and marketing enablement teams to drive scale and repeatability across the globe
* Identify and engage with third party vendors - to fill sales skill competency gaps as needed
* Tools - select and manage the tools to enable the sales processes and training efforts, including ensuring the tools are being used by the sales organization with a positive ROI
* Measure - ensure the overall enablement efforts are having positive impact on productivity by measuring overall deal volume and velocity, including ramp time for new employees
* Coordinate all sales new hire onboarding ongoing training and product update classes as needed
* Manage marketing and sales enablement projects/programs from inception to completion including scheduling, budgeting, production, approvals, communication, policy and procedure recommendations, testing and delivery
* Lead web content development/maintenance future digital tactics (including but not limited to E&Tnet, external public site and client online site (Wealth Management Online)
* Ensure that the marketing and business development tools supports strategic direction and remain current (including managing inventory of materials)
* Ensure all marketing communications follow the required processes and ensure compliance with appropriate regulatory guidelines, including all ongoing communication requirements for maintenance and updating information

## Qualifications for sales enablement

* Thorough knowledge of instructional design, learning theories, training assessment and evaluation across different training platforms (virtual, web-based, live)
* Sales support or enablement experience
* Existing knowledge of storage technology, the storage market and competition, is an advantage
* Highly talented coordination and operational expertise with a strong interest in moving into a more SR Enablement role focused on Onboarding or managing our NHBC activities
* Ability to roll up sleeves and do what is needed to make programs successful
* Passion for excellence and high quality in the finished product