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# Example of Sales Enablement Job Description

Our company is looking to fill the role of sales enablement. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for sales enablement

* Oversee the preparation of sales training products and programs such as classes, workshops, learning modules, and other job aids and materials for distribution to internal and external customers
* Design and implement metrics to ensure consistent evaluation and measurement of the accreditations globally
* Assisting on sales calls and events as needed
* Managing the sales enablement content repository and ensure that all information is easily and readily accessible at point of need
* Determining content adoption metrics and define sales enablement best practices
* Conducting and reporting on market research
* Gathering feedback from industry team on a regular basis to constantly improve support programs
* Educating the industry team in the sales cycle and helping to move activities and opportunities in the right direction
* You work with Sales to determine the sales support tools needed
* You create templates to standardize presentations and communications, including playbooks, solution guides, product presentations, conversation guides, .

## Qualifications for sales enablement

* Knowledge of Flash, Audition and Premiere a plus
* 5+ years experience working in Microsoft Office tools, Apple Mac software
* Strong sales fluency
* Deep knowledge of modern enterprise decision making processes (or the ability to learn these quickly)!
* Long-term customer-centric focus
* Business Administration BA or MBA