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# Example of Sales Training Specialist Job Description

Our innovative and growing company is looking for a sales training specialist. 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 training specialist

* Coach, teach and train sales associates during training events
* Facilitates team member on boarding, and training for all sales team members in the Direct Marketing Call Center on Hilton Grand Vacation guidelines, package and product details, costs, premiums, scripts and superior sales techniques
* Assists in the growth and professional development of all team members in the position and company by facilitating various training and development workshops such as sales, retention, guest experience, coaching, leadership, team building, change management, goal setting, diversity, and other related workshops
* Provides individual coaching and motivation to trainees on progress and performance
* Conducts call monitoring observations on a regular basis for all new hire and tenured team members
* Maintain perspective on system functionality, call flow, content, quality assurance, challenges and opportunities
* Work with the Sales Training Manager to develop the training content, surveys, forms, communications, and business updates for the Interventional Cardiology Sales Trainings / Meetings
* Collaborating with training department to deliver all of the Home Study, BCT & ACT training material
* Work with the Sales Training Manager to create, develop and facilitate training needs to the sales organization
* Assist with the Chronic Total Occlusion (CTO) training needs

## Qualifications for sales training specialist

* Ability to work from an initial project brief, through to delivery and measurement of training interventions
* Help with XLS events (tradeshows, conferences, roundtables, webinars, ) as needed
* Bachelor's degree preferred in Training/Education, Business, Marketing or related discipline
* A good understanding of the business
* Minimum 2 years of training experience in a sales oriented environment, call center experience preferred
* Assist with role specific training summits & POA initiatives