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# Example of Sales Training Specialist Job Description

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

## Responsibilities for sales training specialist

* Works with existing customers to improve their skills and proficiency in TRACS
* Calendar Management for programs - Manage calendar and planning for programs to ensure there is enough capacity to meet demand
* Collaborate with the Marketing team to ensure the training content is relevant and competitive intel is up to date
* Manage the training component for Sales/POA meetings
* Develops and implements yearly training plans for new sales representative program, ongoing sales representative development, and sales management development programs
* Collaborates with Sales & Marketing Managers for effective and efficient pull through of Global training programs of new hires and existing sales force
* Designs and develops learning solutions
* Manage, facilitate and support Learning and Design processes and efforts required to meet Quality System and compliance requirements
* Organizes and implements the delivery of learning solutions including any re-training actions necessary
* Measures the effectiveness of learning programs

## Qualifications for sales training specialist

* Minimum 5 years related work experience in clinical/sales training and/or curriculum design & development
* Highly motivated and dedicated professional
* Able to use technology – , laptop, tablet, smart phone
* Minimum 2 years medical sales experience
* Must be willing and able to work weekends and participate in field sales trips
* Minimum 5 years medical device sales experience