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# Example of Trainer, Sales Job Description

Our innovative and growing company is looking for a trainer, sales. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for trainer, sales

* Training sales advisors who are working on a variety of large brand named client accounts
* Translates annual or other cycle learning & development plans, programs & activities into a scheduled calendar of specific sessions/dates for facilitation
* Actively pursues continued education and awareness of field, product, disease state(s)/indication(s) and surrounding marketplace changes/developments, and uses where appropriate to incorporate into program and other learning event/activity facilitation, provide such information to manager and team members for continuous departmental review/assessment of existing learning & development offerings versus new, extended or enhanced opportunities
* Uses approved learning & development plans, curricula, schedule/calendar, specific programs and activities for assigned responsibilities to proactively learn program/other activity content and prepare for expert facilitation
* As approved, conducts regular field visits, working with field staff and management one-on-one or in teams
* When not conducting trainings, you should be visiting customers within the territory
* You should put together a schedule for the following month
* Responsible for training sales teams both Domestically and Internationally
* Supports training financial objectives by recommending budget items
* Prepares new sales representatives for their designated position by conducting orientation to sales process

## Qualifications for trainer, sales

* You need to be able to learn new technical concepts quickly and translate those concepts to valuable business propositions
* Travel 50% of the time, delivering education to the field for agency office training and workshop education
* Conducts regular field visits, working with field staff and management one-on-one or in teams
* Monitors linkage between curriculum and improved learner job performance
* Facilitate classroom training workshops at POA / field meetings as needed
* Proven ability to facilitate for multiple levels of commercial team