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# Example of Training Director Job Description

Our company is growing rapidly and is hiring for a training director. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for training director

* SMM presentations to Sales in MFC
* Lead contact for local events Paris ½ , Berlin, London marathons etc… including and not limited to range briefing to WE BU
* Partner closely with Institutional and Independent channels needs to author training on sales concepts
* Regularly create and collaborate with the team writing, reviewing, editing, and enhancing sales training communications
* Lead the development of sales reference and training materials
* Directly contribute to the global strategic planning for the BU via direct dotted line into the Global BU General Manager
* Develop an annual marketing plan for the BU
* Support and steer the Brand Activation (BA)team in relation to the cross-category activation
* Plan, create, implement and manage an inspirational training program that focuses on educating all field employees on the full design process and sourcing of all products
* Focus additional training on utilizing elevated product knowledge to enhance and improve the luxury selling culture

## Qualifications for training director

* Experienced at developing run training programs from beginning to advanced, all age groups, short and long distances
* Serve as personal coach and motivational presence to help people fulfill their potential
* Extensive and current knowledge of running related literature discussing all topics associated with running nutrition, hydration, injury prevention, stretching
* Ability to apply continuous learning methods to adapt training schedules, and develop new offerings by integrating trends and advancements in run training and racing into programs
* Manage the program to achieve annual runner participation and program goals using quality, competitive and financial metrics
* Manage all training components, including annual budgets, program pricing, promotion and positioning