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# Example of Training Sales Job Description

Our company is growing rapidly and is looking to fill the role of training sales. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for training sales

* Continuously look for ways to improve the internal processes of the Sales Training Department to improve efficiencies and the service we provide to our customers
* Provide ad-hoc administrative support to Director Sales Training and Training Manager, as needed to meet and exceed the needs of our customers
* Execute training logistics tasks (rooms reservations, invites, catering)
* Optimize, prepare and order educational aids and materials
* Providing specific expert training on how to sell Premium Finance compliantly to our customers, either through one on one training or presenting to a larger group
* Maintain excellent knowledge of Premium Finance products to enable the clients to make judgement and advise their client base accordingly
* Maintain an awareness of the compliance issues around Premium Finance and be able to demonstrate awareness and changes within legislation – Work with the Governance Team to ensure that all material is compliant and recorded
* Demonstrate “added value” to the client base by being able to increase their awareness to the benefits of increased Premium penetration and maintain growth by consistency in training and development
* Build and maintain relationships at all levels through effective stakeholder management
* Demonstrate ability to canvas and create an appointment diary that can be shown to the RSM for a minimum of 10 working days

## Qualifications for training sales

* Solid to Advanced level computer skills including experience using Microsoft Power Point, Word, Excel, and Access Learning Management System
* One to Two Years of College (>31 semester hours), and one year related experience
* Years of experience teaching management or human resources-related topics
* Requires minimum 5 years of experience delivering skills and product training to sales professionals
* Experience must include a quota carrying sales role
* Requires knowledge of digital technology, networking and related software products in the production industry