



Example of Sales Enablement Job Description

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Our company is growing rapidly and is looking for a sales enablement. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for sales enablement

- Develop and drive content - in conjunction with other key stakeholders to address key business unit priorities as identified by senior sales and business unit leadership
- Partner - with GEO sales and marketing enablement teams to drive scale and repeatability across the globe
- Identify and engage with third party vendors - to fill sales skill competency gaps as needed
- Tools - select and manage the tools to enable the sales processes and training efforts, including ensuring the tools are being used by the sales organization with a positive ROI
- Measure - ensure the overall enablement efforts are having positive impact on productivity by measuring overall deal volume and velocity, including ramp time for new employees
- Coordinate all sales new hire onboarding ongoing training and product update classes as needed
- Manage marketing and sales enablement projects/programs from inception to completion including scheduling, budgeting, production, approvals, communication, policy and procedure recommendations, testing and delivery
- Lead web content development/maintenance future digital tactics (including but not limited to E&Tnet, external public site and client online site (Wealth Management Online)
- Ensure that the marketing and business development tools supports strategic direction and remain current (including managing inventory of materials)

ongoing communication requirements for maintenance and updating information

Qualifications for sales enablement

- Thorough knowledge of instructional design, learning theories, training assessment and evaluation across different training platforms (virtual, web-based, live)
- Sales support or enablement experience
- Existing knowledge of storage technology, the storage market and competition, is an advantage
- Highly talented coordination and operational expertise with a strong interest in moving into a more SR Enablement role focused on Onboarding or managing our NHBC activities
- Ability to roll up sleeves and do what is needed to make programs successful
- Passion for excellence and high quality in the finished product