Example of Sales Enablement Job Description

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Our innovative and growing company is looking for a sales enablement. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for sales enablement

- Work on sales events initiatives
- Analysis and assessment of current sales enablement tools
- Work closely with Sales Operations team to ensure all sales packages have documented deliverables and contracts
- Work with Sales Marketing to ensure reps are taking advantage of all assets available to them
- Support targeted training for Sales team in the use of specific sales processes and tools (LinkedIn's Sales Navigator, Campaigns)
- Monitor sales team activity in relation to distributed leads
- Build strong relationships with the Canadian Sales and Operations team the broader NA team
- Manage relevant sales enablement communications teaching methods
- Lead a team responsible for development & productivity, for the sales and technical communities, with a strategic focus on the design, development, implementation and delivery of all enablement activities, tools, processes, programs, and accreditations, globally
- Partner with Executive Leadership to identify knowledge and skills gaps across the company, conduct on-going needs assessments, and roll-out targeted programs in coordination with the Sales, Marketing, Support, and Operations Leadership teams

Qualifications for sales enablement

- Developing training content and deliverables based on 2017 strategic initiatives
- Help prepare weekly outbound communications to global sales teams
- Junior or Senior undergraduate students who are majoring in Business Administration, Management, Marketing, Communications, Hospitality, Human Resources, Learning and Development or Advertising
- Experience with collaboration technology such as video conferencing, and video streaming is preferred
- The student must be able to work full time from May 15 to August 11 in our offices in Reston, VA at 2003 Edmund Halley Drive, Reston, VA 20191
- Strong proficiency working on the Mac OS in Captivate, Articulate, Adobe Creative Suite (InDesign, Illustrator, Photoshop) and MS Office required