

Example of Sales Trainer Job Description

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

Responsibilities for sales trainer

- Provides consistent and uniform delivery of training and facilitation and testing for front-line sales employees, supervisors, and managers
- Leads the initiative in determining needs assessment
- Preparing all new Sellers by conducting orientation to the ADT sales process, products and services, and sales administration
- Plans and executes communications for Sales Training program updates, changes
- Collaborate with sales leadership to drive informal and formal linkages between training concepts and sales tools and processes
- Analyze, enhance and facilitate new-hire training program curriculum and content designed to build a strong foundation, maximize sales effectiveness, and reduce time to productivity
- Track training metrics
- Observe recorded calls and emails between prospects and sales in order to audit against standardized scoring monitor, maintain and identify trends in scores
- Coordinate with, consult and aid curriculum team in development and maintenance of sales training curriculum
- You will have a great knowledge of Salesforce as sales and service tool and when needed can jump in and help our users to get better on using the tool and keeping them up to date with latest new functionalities and best practises

Qualifications for sales trainer

- Experience developing and modifying sales curriculum
- Demonstrated success in a B2B Ad Sales role
- Work hard, play hard
- Bright, critical thinker
- Must be able to work effectively in a collaborative environment self-paced situations