

# Example of Sales Trainer Job Description

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Our growing company is searching for experienced candidates for the position of sales trainer. 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 trainer

- At times able to travel up to 80% of work week, delivering education to the field for agency office training and classroom education
- Identifies and delivers training using most efficient training methods and modalities including virtual online trainings, webinars, mobile/tablet, ride-withs, one-on-one, in-person classroom and/or a combination of methods
- Evaluates participants based on set criteria
- Responsible for learning and maintaining industry best practices in adult learning methodologies and techniques
- Define training needs, plan, organize & lead the process of training in line with the company standards on the allocated territory
- Support and lead projects to align team members and groups within the training and education team Sales, Field Support and Veterinary Service Consultants
- Deliver approved training content and handle training logistics via classroom and web-based (WebEx) training to newly hired sales team members on assigned program
- Utilize a variety of learning techniques, appropriate for various individual learning styles
- Work closely with the Client Training Department and Client Training management to support both national and regional training needs individual training and development needs
- Support development and implementation of train-the-trainer sessions,

## Qualifications for sales trainer

- 5+ years of work experience as a sales training specialist or sale training coordinator in a telesales environment
- Ability to work with leaders across multiple programs and product lines
- Healthcare knowledge is not required but beneficial
- Three to five years' experience in a quota-bearing sales role (minimum of one year in an inside sales role)
- One to three years' experience in a sales training role
- 2 years in a sales training role, or 5 years of sales experience