

# Example of Sales Trainer Job Description

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Our company is growing rapidly and is looking to fill the role 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

- Delivers sales training programs, workshops and classes
- Design and develop learning materials such as job aids, participants and facilitators guides e-learning
- Conduct assessment of sales skills and competencies needed, by traveling with sales representatives
- Design and execute a self-administered sales skills assessment process
- Co-lead the Field Sales Trainer Program with the Director of Sales Optimization and Learning and Development
- Effectively select and apply appropriate training mediums methods (self-study, virtual, live, instructor-led)
- Candidate must have demonstrated success developing technical sales training material, and tailoring material to address regional needs
- High degree of comfort organizing and driving a worldwide sales training program to a Sales and SE audience of diverse background
- Experience working with various geographies to standardize sales tactics to allow for the creation of a single, comprehensive and scalable sales training program
- Experience in DNS, DHCP, IP Address Management (DDI) technology and Network Change and Configuration Management (NCCM) a plus

## Qualifications for sales trainer

- Professionally develop and propose new ideas and challenge the status quo to improve training success
- Medical background (Pharmacists/Physician/Veterinarian)
- Regularly required to sit, stand, see, talk or hear
- Completion of a two-year college or technical program and/or three to five years' managerial experience in an automotive environment is required
- Skills of cross-functional communications