

The Sales Trainer develops and administers sales training programs, assesses training and development needs for BD/Sales personnel, helps them develop skills and knowledge, creates training manuals, presents in-person training sessions, monitors training for effectiveness.

Roles and Responsibilities:

- Develops and delivers sales training solutions for BD/Sales personnel that include group sessions, training videos, web-based programs, printed manuals etc.
- Determines training needs and requirements for BD/Sales personnel by meeting with managers, talking with personnel, or administering surveys, monitoring sales calls, and studying sales results.
- Creates content and Sales Training Manuals to meet specific training needs.
- Design and delivers soft skills trainings to improve Quality & Customer Satisfaction scores.
- Presents in-person and group sessions.
- Works closely with managers/supervisors to address skill & productivity aspects of staff, instruction problems, or new educational needs regarding specific personnel.
- Supports Business Heads in building and skilling internal workforce through collaborative on-the-job demonstration, field observation and orientations.
- Maintains understanding of new educational and training techniques and methods.
- Plans the implementation and facilitation of activities and events.
- Assists Key Account Managers and Line Managers with development of strategic sales plans.

Experience: 3 - 6 yrs

Location: Delhi NCR

Salary: INR 4,00,000 - 6,00,000 P.A

Industry: Education, Teaching, Training

Functional Area: Sales , Retail , Business Development

Role Category: Sales Support

Role: Sales Trainer

Employment Type: Permanent Job, Full Time