

## **Sales Enablement JD**

The sales enablement team provides sales leaders and reps with the learning materials, content, and resources to drive growth and success. Partnering with the sales team, the sales enablement will develop and execute impactful, data-driven solutions for transforming the sales process. Success is measured by the overall business impact of these solutions and cross-functional collaboration.

### **Job Responsibilities**

- Work with sales leadership to develop, execute, optimize and assess enablement program
- Determine sales enablement priorities with sales stakeholders
- Communicate enablement strategy and KPIs to stakeholders
- Build a trusted relationship with sales reps
- Serve as a liaison between sales, marketing and product teams
- Provide effective onboarding and training programs for sales reps
- Coordinate educational content for ongoing training
- Facilitate content creation and use with sales and marketing teams
- Gather and relay feedback to continuously iterate on the enablement strategy
- Use performance data to identify knowledge or skill gaps across the sales team
- Maintain sales enablement software to ensure it is easily accessible and providing the capabilities sellers need

### **Desired Experience and Skills**

- Bachelor's degree
- 10+ years experience in a high-performance sales organization in sales, enablement, or learning and development
- A strong understanding of the sales environment, including sales content, tools and training
- Experience with content management and learning management systems
- Able to build internal relationships with sales and marketing
- Excellent communication skills
- Fast learner