



CONTACT TMONE
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SALES TRAINER – DES MOINES, IA

JOB SPECS

Hiring Location:	TMone 200 Army Post Rd Ste 44. Des Moines, IA
Pay:	\$25,000 - \$30,000 plus Bonus
Benefits:	Medical, Dental, Vision, Paid Vacation
Employee Type:	Full Time
Requisite Experience:	Minimum of 1 year management experience

JOB DESCRIPTION

The Sales Trainer will provide on-boarding training for the newest members of our sales team and work with veteran Sales Representatives to improve performance. Through education, observation, coaching and motivation, the Sales Trainer will ensure achievement of individual, team, and sales department objectives. The ideal candidate will possess a fun-natured, enthusiastic, and motivational personality, capable of thriving in a fast-paced and dynamic sales environment. This position will report directly to the Training Manager.

RESPONSIBILITIES

- Facilitate classroom style training on products, sales techniques, enhancements, etc.
- Develop and maintain training tools, including worksheets, templates, databases and reports
- Facilitate role play sessions
- Use a variety of instructional methods to ensure maximum delivery effectiveness
- Manage testing and performance for all sales new hires while in training
- Monitor trainees' knowledge before and after training to help determine follow-up training required
- Provide mentorship, continuing education and ongoing training for existing sales representatives.
- Work closely with management in the sales rep evaluation process to identify skills and areas needing improvement
- Work one-on-one with sales reps to reinforce skills taught during training sessions
- Utilize established curriculum and assist in developing new educational materials
- Perform other related duties as assigned by the Sales Training Manager

REQUIREMENTS

- Successful track record of sales training experience
- Must embrace a customer-focused and results-driven environment
- Must have excellent presentation skills
- Must be able to adapt training materials to changes in selling and customer environments.
- Must possess strong organizational, time management, and interpersonal skills
- Must have excellent problem solving, decision making, and research/analytical skills
- Must display exceptional professionalism in appearance and behavior.
- Strong oral and written communication skills
- Strong Internet and computer literacy skills in MSFT Word, MSFT Excel, MSFT Outlook, MS Access
- Basic understanding of technology and Internet deployed services preferred but not required
- Experience with Salesforce.com a plus

ABOUT TMONE (www.TMone.com)

Headquartered in Iowa City, IA TMone (pronounced T-M-one) is a leading business process outsourcing (BPO) and customer relationship management (CRM) firm. TMone has offices in Iowa City IA, Des Moines, IA and North Sioux City, SD. Specializing in both business to business and business to consumer interactions TMone is a leading outsourced contact center and database marketing partner and an expert in managing all aspects of the customer life cycle. TMone was recently recognized as one of Inc. Magazine's fastest growing companies in the US for the fourth year running.