



Contact TMone

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866.577.2461

## Sales Trainer – Iowa City, Iowa

### Job Specs

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<b>Hiring Location:</b>	TMone 1925 Boyrum St. Iowa City, IA 52240
<b>Pay:</b>	\$25,000 - \$30,000 plus Bonus
<b>Benefits:</b>	Medical, Dental, Vision, Paid Vacation
<b>Employee Type:</b>	Full Time
<b>Requisite Experience:</b>	Minimum of 1 year management experience

### Job Description

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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

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- 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

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- 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
- Must be willing to travel

### About TMone

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TMone (pronounced T-M-one) is a leading front and back office Business Process Outsourcing (BPO) company specializing in customer relationship management (CRM) and customer service selling (CSS). When it comes to business-to-business and business-to-consumer customer interactions, TMone is unsurpassed in its ability to provide best in class results in performance, cost, quality, and client satisfaction. This approach has made it one of Inc. Magazine's Fastest Growing Private Companies five years in a row. With more than 1,500 call center seats throughout North America, TMone has the ability to meet any customer's specific needs. TMone is committed to delivering the same excellent client experience, service and sales results as it provided to the very first client nearly a decade ago.

To find out more, please visit <http://www.TMone.com>. Follow TMone on Twitter: [@TMone](https://twitter.com/TMone).