



A Member Service of



Senior Sales Trainer

Job Summary:

The primary responsibility of the Senior Sales Trainer is to develop and maintain all training workshops and presentations in support of all Sales Training Programs. This person will be responsible for the development and maintenance of effective continuous learning (including POA), e-learning, and assessment programs in support of the department and field sales force. In addition, this person will also coordinate the approval of all learning programs through the Daiichi Sankyo, ARC/Legal review process.

The responsibilities of this position will be performed by coordinating directly with the Sr. Manager Training Development for direction and process approval. In addition, coordinating and working with other functions in the training department, Brand Marketing Teams, and other interacting departments for feedback, information, and review of materials being developed are also required. This position will develop robust and complete training programs, coordinating vendors and internal personnel to ensure the successful design and roll-out of training programs and projects that positively impact the productivity of the organization. The Senior Sales Trainer also analyzes and effects process management. The Senior Sales Trainer actively participates in all department events and activities, to include promoted products and disease state training initiatives.

Education/Experience Requirements:

BS/BA Degree and 2+ years of Pharmaceutical Sales experience and 1+ year of Sales Training experience required. Training certification and Project Management experience strongly preferred.

Additional Skills Required:

- Must be a self motivated and dynamic with excellent presentation and facilitation skill combined with superior product/disease state knowledge.
- Intermediate to advance proficiency on the computer (to include MS Word, Excel, and PowerPoint).
- Detail oriented and the ability to multi-task.
- Excellent organizational and time management skills.

Apply

Please apply on-line at: www.dsicareers.com