**Sales Trainer**

At Lodha Group, our mission is to be amongst the top 10 most profitable companies of India by 2021. We believe this is possible by working with the best people and treating them right.

To achieve this goal, our team of training experts, play a pivotal role in maximizing sales representative effectiveness across segments and levels. You would have the opportunity to work closely with our business heads, project leads and recruitment experts in a focused effort towards consistently building an even stronger sales team at Lodha.

**We are looking for an expert trainer with a strong experience in delivery and development of behavioral, communication and leadership training modules.** The incumbent must be conversant with delivery models, modes of training, cultural nuances and their implications. The key focus would be to ensure that all sales professionals have thorough knowledge of the products in various segments, can effectively use closing skills, overcome objections, and use consultative selling techniques.

**As a Sales Trainer it would be your responsibility to:**

* Work closely with business to understand marketing and sales strategy. Conduct Training Need Analysis at an individual as well as group level for our sales associates. Collaborate with recruitment and sales teams to ensure 100% coverage of target audience.
* Take complete ownership of training processes, content design and coordination with key stakeholders. Report on training program effectiveness to business leaders, team leaders and training leads.
* Develop suitable learning aids like audio visuals, instructional material etc. to enhance the effectiveness of training programs. Establish processes to standardize the content and keep it updated. Organize training sessions and ensure efficient delivery. Coordinate the necessary logistics with the help of locations coordinators to ensure effective conduct of programs
* Study sales pitches and skills used by competition as well as outside the industry in other sectors to incorporate best practices
* Travel to markets regularly to oversee knowledge transfer at the ground level, handholding team leaders and sales managers as required. Sustain an open-communication climate to understand preferences for training areas and suggestions for improvising training practices.
* Build and manage training calendar for our various sites and collaborate with team leaders to ensure execution as planned
* As required, liaison with vendors to create course curriculum based on the identified needs and follow through the process of review and approval

**What we are looking for in a potential Sales Trainer for our team:**

* Skills: Excellent interpersonal, communication and presentation skills. Proven ability to drive effective training programs for sales professionals at all levels.
* Practice: 10 – 14 years’ experience
* Qualification: MBA / PG; relevant training certifications would be an added advantage