

JOB POST: External	
Job title:	Sales Enablement Associate
Division:	Sales, US Based
Reporting to:	VP of Client Partnerships
Contract Type:	Permanent, full-time (flexible and part time working considered)
Location:	Remote

Overview

At Talking Talent, for over 15 years, we've helped some of the world's biggest brands build inclusive, fair, and opportunity-filled work environments. We are a coaching and talent development company on a mission to inspire more equitable and inclusive work environments where no aspect of any individual's identity gets in their way.

As we continue to expand, we are seeking a highly motivated sales enablement associate to support our sales team in growing new business.

Role summary

As the sales enablement associate, you will drive process efficiencies and improve revenue performance by equipping sales team members with the strategic resources (tools, technology, content) they need to thrive. Reporting to the VP of Client Partnerships, you will have deep immersion in the day-to-day of revenue teams and will be critical to building support, momentum, and accountability for initiatives that drive growth behaviors and results. Partnering with the sales team, the sales enablement associate will develop and execute impactful, data-driven solutions for transforming the sales process and closing more deals. This position requires an individual who is results-driven and able to manage competing priorities and stakeholder requests.

What you'll be doing

- Acting as a liaison between the sales, marketing and product teams, and senior management
- Helping sales teams stay organized and keep processes running smoothly by taking care of the small, tactical day-to-day details of sales related activity
- Gathering insights and collaborating with cross-functional teams in order to execute initiatives that improve upon existing sales processes, and ultimately align to broader company goals
- Providing support to sales team in the development of proposals, RFP's and pitch decks
- Creating helpful content for the sales team (case studies, competitive fact sheets, business case data, etc.) to help them move prospects through the sales cycle
- Tracking sales enablement metrics and KPIs and holding sales teams accountable to them
- Leading around the tools in the tech stack and communicating their functionality while also designing initiatives that support their adoption and track their usage
- Supporting the Head of Product, Innovation and Research and Head of Client Solutions with the roll out of new products and service offerings
- Building trusted relationships with sales team members

Must haves for the role:

- Experience in a sales enablement, revenue-facing role, sales training, or sales support, and a demonstrated knowledge of best practices, methodologies, and technologies in each of these areas
- Measurable experience with having a positive impact on business outcomes, such as win rate, quota attainment, length of sales cycle, etc.
- A strong understanding of the sales environment, including sales content, tools and training
- Experience with content management and learning management systems
- Excellent communication skills and the ability to collaborate and build internal relationships
- A strong focus on quality and experience using multimedia tools such as PowerPoint
- A fast learner who is comfortable working in ambiguity
- Technically savvy
- Excellent project management skills
- Exceptional writing skills and a knack for crafting compelling content

What we can offer:

We offer a range of benefits including:

- Salary range \$55,000 - \$70,000
- Discretionary annual bonus eligibility
- 401k with employee match
- 25 days' vacation (FTE) in addition to 8 holidays
- 6 days sick leave (FTE)
- Company closed between Christmas day and New Year's Day
- Flexible working
- Employee Assistance Program
- Remote working
- The opportunity to experience and contribute to the success of a fast-growing, PE-backed organization.

How to apply:

To apply for this role, please email careers@talking-talent.com including your resume and a thoughtfully written cover letter demonstrating how you meet our person specification.

Talking Talent is an Equal Opportunity Employer. We provide equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, religion, sex, disability, sexual orientation, age, marital status, maternity and pregnancy and gender reassignment.