



JOB DESCRIPTION

The Organization			
Modenik Lifestyle Pvt Ltd www.modenik.in https://www.linkedin.com/company/modeniklifestyle/mycompany/			
The Role			
Role	Lead - Sales Training and Customer Experience	Function	Sales
Grade	E1/D2	Education	MBA or Equivalent
Designation	Manager/ Senior Manager	Location	Bangalore
Experience	8-10 years of relevant experience		

Role Summary
Responsible for driving capability building agenda of our sales team of 900+ employees spread across our General Trade, National Chain Stores and Exclusive Brand Outlets. The role holder shall be responsible for planning and executing capability agenda for the sales team while driving the team in the respective branch locations. She will also be responsible for handling the Learning Management System and maintaining all learning related data and metrics.

Role Responsibilities
<ul style="list-style-type: none">• Partner with the sales team to understand their capability development requirements and accordingly prepare and execute the sales training agenda.• Prepare sales training calendar by aligning with all the stakeholders.• Partner with and consult subject matter experts, internal and external stakeholders to create content for the identified programs and do necessary customization based on participants specific needs.• Prepare and monitor annual sales training budget.• Coordinate and align the business stakeholders, trainers and HR team.• Monitor participant coverage and adherence to training calendar.• Design and implement post training efficiency and effectiveness measures aligned with business requirements



- Manage a team of regional trainers to drive sales training and monitoring effectiveness at regional level.
- Manage training and related data on our Learning Management System.
- Maintain training records and ensure readiness of appropriate reports to relevant stakeholders.

Reporting Relationships

Reports To	Administratively to Chief Sales Officer & Functionally to Head - Talent Development	Supervises	People Manager role managing a team of regional trainers.
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