

Sales Enablement (Training) Specialist

To secure our growth, Brady an international manufacturer and marketer of complete solutions that identify and protect premises, products and people, is searching for a Sales Enablement Specialist.

This job is a full-time position and is based in Zele (Belgium). You will be part of an international team working for markets in Europe, the Middle East and Africa and you will report to the Strategic Projects & Sourcing Manager.

About the job:

As a Sales Enablement Specialist, you are obsessed with improving salespeople's work life. The Sales Enablement (Training) Specialist is a strategic partner and advisor that helps to position our Sales Team for success through the creation and delivery of learning programs and by aligning people, change and communication strategies with the business objectives. This role is focused on providing programs, training and development that enables sales to be more effective and efficient.

Your key responsibilities include but are not limited to:

- Content: you are the link between the sales and marketing teams and make sure that the material provided is in line with the customer's demands.
- Training: you are involved in the training and coaching of the sales teams. You provide regular training to the Account Managers on new products and materials that will support their approach with the customer.
- Coaching: you are a coach who works closely with the sales teams and facilitates the sales process.
- You work towards reducing internal complexity by eliminating non-sales distractions and streamlining the sellers' workflow through the deployment of sector-specific resources.
- You look for opportunities within the selected verticals and you find pre-existing solutions that can be scaled up with careful planning and training of the relevant sales person.
- You disseminate the knowledge through the different departments.

About you:

This job has been tailored for you if...

- You hold a Master's degree;
- You're a seasoned sales veteran with at least 5 years of work experience in Sales, Sales Operations or Product Marketing;
- You love bringing out the best of people and enhancing their strengths;

- You have a strong ability to collaborate with stakeholders linked to an analytical mindset;
- You're fluent in English and Dutch;
- Your friends would describe you as self-motivated, honest, energetic, curious, efficient, and approachable;
- You are ready for regular to trips to our various sales offices.

About (Y)our team

The DAT team is a newly created team responsible for the development and realization of radical innovation and long term strategic initiatives. The team is working multidisciplinary amongst technical developments and machinery integrations, new manufacturing design, niche markets business development, sales enablement, strategic sourcing and acquisition scouting and cultural change.

What we promise you:

Brady is an inspiring place to work at. You will be part of a team of professionals, all driven by a desire to innovate and to always improve. Brady offers a challenging environment encouraging out of the box thinking. As such, next to developing new concepts, there is room to re-invent the daily business fitting the varying team competences. Join us and let's build, develop and change the future!

What's next?

Send an email, with your CV and a short introduction, to valerie_ommeslag@bradycorp.com and you will hear from us.

Looking forward!