

United Arab Emirates Jobs Expertini®

Sales Coach

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Company: Concentrix

Location: dubai

Category: other-general

About the job Are you looking for a career change with a forward-thinking global organization? Come be part of our award-winning company driven by our people from 70+ countries where ALL members contribute and support each other's success and well-being, proudly united as our "game-changers. We're recognized with awards like World's Best Workplaces, "Best Companies for Career Growth," and "Best Company Culture," year after year. We're on the lookout for a Sales Coach to join our team of game-changers who engage with customers from top brands that could be from tech, finance, travel, fashion, healthcare, or another leading-edge industry. We create epic career journeys that empower our people towards greater opportunities and brighter futures. At Concentrix + Webhelp, you belong, you make a difference, and you succeed on your terms. Career growth and personal development This is a great opportunity to reimagine an all-new career journey and develop "friends for life" at the same time. We'll give you all the training, cutting-edge technologies, and the continuing support you'll need to succeed. Plus, at Concentrix + Webhelp, there's real career and personal growth potential. In fact, about 80% of our managers and leaders have been promoted from within! That's why we offer a range of FREE Learning and Leadership Development programs designed to set you on your way to the kind of career you've always envisioned. In everything we do, we believe in doing right by and for people—our clients, their customers, our people, our community, and our planet. As a Sales Coach on our team, you will do: Create and Update Content focused on Sales and Soft Skills (PowerPoint; Video Tutorials; Manuals; Instructional Articles; TV Learn). Deliver Onboarding and Continuous Training focused on Sales and Soft Skills. Define and Develop Knowledge/skill set

assessment material (Case Studies; Role Plays; Quizzes). Identify areas of improvements/training needed for the teams. Ensure an equal level of training for all participants. Run training and role-play with Sales Representatives. Coach the teams to improve their communication and soft sales skills. Collaborate with Sales management to help teams achieve their targets. Your qualifications: We embrace our game-changers with open arms, people from diverse backgrounds, curious, and willing to learn. Your natural talent to help others and go beyond WOW for our customers will fit right in with what we do and who we are. Concentrix + Webhelp is a great match if you have: Fluent command of English (with business proficiency). People Collaboration and Strong Communication Skills including communication at an executive level. Skilled in Content Creation (PowerPoint Presentation; Case Studies; Instructional Articles; Manuals). Organizational and planning skills with excellent time management. Presentation and training delivery skills (intercultural). High-level knowledge of Windows/MS Office. Ability to work autonomously/independently. Ability to simplify Complex Material and Information. Experience in B2B, sales and/or account management. Training or Coaching Background. Training/Coaching certification would be beneficial.

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