

Director, Sales Training

Holland Landing, Ontario

About Us

Inscope has supported the evolution of the workspace since 1888. A versatile portfolio of systems, storage, walls and seating products addresses the diverse needs of today's office with solutions that stand the test of time – built to last and inherently flexible. Dedicated to delivering innovative solutions with care and expertise, Inscope is here to help you make life at work better.

About the Role

The Director, Training & Development will ensure that Inscope's Sales Force has the tools and support to effectively sell on the basis of our Value Proposition (superior products + exceptional service) to our customers.

Primary Tasks & Responsibilities

- Develop a plan that identifies our vision, objectives and strategies to ensure a best in class sales training program
- Work with the VP Human Resources, EVP, Sales and VP Marketing to construct an all-encompassing program that includes: brand, product & strategic initiatives. Ensure that this program meets the needs of clients, delivering it in multiple environments & formats, designed so that it improves our customer satisfaction scores, drives sales and develops a high performing sales team and distribution partners.
- Work closely with the Product Marketing team to develop and implement our value propositions and insights.
- This plan needs to be aligned with and fully supported by the Leadership Team
 - Plan incorporates "Yes, in many ways" brand theme, culture change
- Develop and facilitate a consultative Sales training program
- Conduct high impact assessments that will identify ROI for content delivered
- Foster open dialogue with sales leaders to determine the learning needs of the organization
- Develop training materials

Knowledge, Skills, Abilities & Education

- 10 Years + in a progressive, culture focused organization in a Training & Development position within the contract furniture industry
- Completion of Post-Secondary education
- Adult Education Certificate preferred
- Highly developed analytical skills with ability to conduct research and use independent judgment to proactively problem solve and influence outcomes
- Ability to collaborate across all levels of an organization
- Proven organizational abilities and the ability to manage competing priorities to meet deadlines under pressure

- Must be a “training Leader” with the ability to formulate a vision and identify necessary steps to achieve vision and buy-in
- Excellent teamwork, interpersonal and customer service skills including the ability to work respectfully and inclusively with diverse stakeholders
- Superior communications abilities with emphasis on writing, presentation skills and interpersonal communication
- Strong computer skills including MS Word, Excel, PowerPoint and E-Learning Tools, with the ability to adapt to and learn new software quickly.

If you have the qualifications for the above position and are interested in joining a team oriented progressive company with excellent benefits, please submit your resume for consideration to careers@inscapesolutions.com.

We thank all applicants for their interest, but advise that only those selected for an interview will be contacted.

**Inscape values employment equity and is an equal opportunity employer.
Inscape will provide reasonable accommodation to applicants with disabilities.**