

## Sales Training Specialist

### Description

Our Mission and Opportunity Early education is one of the greatest determinants of childhood outcomes, is a must for working families, and has a lasting social and economic impact. Brightwheel's vision is to enable high quality early education for every child by giving teachers meaningfully more time with students each day, engaging parents in the development of their kids, and supporting the small businesses that make up the backbone of the \$175 billion early education market. Brightwheel is the most loved technology brand in early education globally, trusted by thousands of educators and millions of families. Our Team We are a fully remote team with employees across every time zone in the US. Our team is passionate, talented, and customer-focused. Our exceptional investor group includes Addition, Bessemer Venture Partners, Chan Zuckerberg Initiative, GGV Capital, Lowercase Capital, Emerson Collective, and Mark Cuban. We believe that everyone from our employees to the students, teachers, and administrators we serve should be given the opportunity to learn and thrive, whatever their background may be. We celebrate diversity in all forms because it allows our team and the communities we serve to reach their full potential and do their best work. From decision making, to how we operate, we ground ourselves in our Leadership Principles every day. As a Sales Training Specialist you will partner with the Sales Training team to coach and develop Sales Representatives focused on prospecting, booking meetings and facilitating demos. Your primary focus will be coaching new hires to achieve ramping productivity goals and supporting the floor with ongoing training. Brightwheel is quickly growing the sales team and this role will be critical in providing new hires and ramped reps a great experience with the support they need to meet and exceed their goals. In this role, you'll get to have a meaningful impact on the success of each sales rep at brightwheel including but not limited to: 1.) New Hire Training 2.) Transition training 3.) Continued education of current reps Deliver 1:1 coaching and support to accelerate rep development and help them stay on process Partner with the Leadership team to develop training materials to support new product and process introductions, and build out our learning management system Help continuously uplevel our systems, script and hiring processes Learn to use data to identify coaching opportunities Foster a culture of winning and continuous improvement Qualifications, Skills, & Abilities 2+ years sales experience (full cycle, account executive, or sales development); Outbound sales experience preferred Experience with and passion for helping motivate and develop teammates through shared learnings and feedback Ability to be flexible with changing priorities while maintaining a positive spirit Experience using scripts and demonstrated ability to stay on process Clear, kind and direct communication skills The ability to work in a fast-paced environment while paying close attention to detail Team player mindset and the ability to perform independently Comfort getting up to speed quickly on new processes or systems Excitement to help build a best-in-class sales training program Familiarity with CRM systems (Salesforce.com and Revenue.io preferred) Must be able to be online and working daily from 8am-5pm Central Time \$65,000 - \$70,000 a year Brightwheel is committed to internal pay equity and offers a competitive compensation package, including base salary, equity, and benefits. In addition, our benefits package includes premium medical, dental, and vision benefits, generous paid parental leave, a flexible paid time off policy, a monthly wellness and productivity stipend, and a Learning & Development stipend. For cash compensation, brightwheel sets standard ranges for all roles based on function, level, and geographic location, benchmarked against similar-stage growth companies. In addition to equity, our annual cash compensation for this role in all US-based locations is an overall on-target earnings of \$87,000 - \$90,000 yearly. There is an annual salary of \$65,000 - \$70,000 USD with an

### Hiring organization

brightwheel

### Job Location

US Only

### Base Salary

\$ 50000 - \$ 105000

### Date posted

June 4, 2024

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additional variable of \$19,000 – \$20,000. nBrightwheel is committed to creating a diverse and inclusive work environment and is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity, gender expression, sexual orientation, national origin, genetics, disability, age, or veteran status. Please mention the word \*\*AMAZEMENT\*\* and tag RMzQuMTUwLjlyMy4yOA== when applying to show you read the job post completely (#RMzQuMTUwLjlyMy4yOA==). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

### **Contacts**

Job listing via [RemoteOK.com](https://www.RemoteOK.com)