

## Role Profile – Training Consultant

### About us:

Artesian helps B2B sales professionals increase credibility, competitiveness and customer satisfaction... and ultimately, revenue.

Our platform is designed to make commercial people and relationship managers look awesome. We do this by providing:

- Smart ways to identify the best prospects to talk to
- Relevant reasons to engage with them throughout the sales cycle
- Quick ways to research and prepare for calls and meetings

If you enjoy the thrill and challenge of a fast, evolving business; being agile and creative in your approaches; and learning from your colleagues every day, then read on.

**Location:** Winnersh + Customer Site

**Department:** Customer Success – Learning & Enablement

**Role Type:** Maternity Contract until January 2020

Artesian prides itself on delivering interactive and engaging world class training courses. Feedback for our workshops is outstanding - 98% of attendees would recommend a colleague attend a workshop. We get to spend time with the Artesian license holders and see the positive impact having the service will do for them and their role, we are making difference.

**Job Title:** Training Consultant

**Reports To:** Director of Learning

### Job Description:

You will help our clients fully understand their application and drive adoption of Artesian through creating and delivering engaging training programs. You will understand the customer's needs, help develop their training strategy, and ultimately deliver Artesian across their organisation.

Your working week is varied and you'll spend on average 2-3 days per week onsite with our customers.

### Specifically, your week will include:

- Delivering workshop style training in both the classroom (on-site) and virtually
- Being creative in the production of online training materials, help content, videos and guides
- Administration and maintenance of the learner management system to record attendance and progression of courses
- Consulting the customer and Project Manager to devise structured and/or customised training programmes

## Training Consultant

- Meeting deadlines and work closely with customers to meet their expectations
- Training administration including survey results, reporting and booking in travel

The above statements are a snapshot of the role and are not intended to be an exhaustive list of all duties and responsibilities required.

### Desired Skills and Experience:

Our ideal candidate must thrive in a fast-paced, ever changing environment, motivated self-starter.

To be successful as our full time Training Consultant at Artesian you need to have/be:

- Exceptional training delivery, public speaking and facilitation skills
- Good planning, presentation, time and project management skills
- Excellent writing and content composition
- Analytical and consultative skills to assess new demands and requirements
- More than 2 years training experience
- Host engaging interactive webinars using Webex, GoToTraining or similar
- Professional certificates in Training and Development preferred
- Demonstrable knowledge and understanding of training philosophy and adult education practices
- Willing and able to travel and spend time with customers UK wide
- Able to develop training curriculum, documentation, presentations and manuals
- Working experience in animation and tutorial software such as Articulate and Camtasia would be an advantage
- Working experience of LMS systems would be an advantage
- Experience with Salesforce.com, Microsoft Dynamics or similar CRM would be an advantage

### Sounds exciting?

We're looking for someone to join our team in January 2019 so if you're interested in taking this further, please send your CV to:

Merridee Arthur

Director of Learning

[merridee.arthur@artesianolutions.com](mailto:merridee.arthur@artesianolutions.com)

*(Please – no recruiters)*