

To apply please send resume with a cover letter that speaks to relevant exp, match to the mgmt style & corporate culture mentioned below to molly [at] fremontconsulting.com; please also mention hourly rate + availability.

POSITION: Instructional Design Professionals Wanted; 5 positions

COMPANY: Large high tech software firm launching an internal sales academy for new graduates and MBA graduates who are interested in launching a high tech sales career. Learning is conducted via e-learning, in-class and virtual delivery approaches.

LOCATION: Position is located in the anywhere in the USA.

COMPENSATION: 1099 Contract opportunity 6-9 month opportunity

MANAGEMENT STYLE/CORPORATE CULTURE: This is a fast-paced environment that calls for an attitude of flexibility, optimism, and understanding that they will, create then validate, big changes going on at client firm. A consultative client-success focus with a keen eye on stakeholder engagement will be critical to your success and the success of this consulting engagement.

Job Content: Sales Training

Experience Level Required: 5+ Yrs Exp.

Ideal Profile: Extensive experience in instructional design, particular producing training solutions for high tech sales professionals and also involved in facilitation & consultative program management.

Successful candidates will have worked/consulted at companies such as:

Apple, ACS, Arrow Electronics, Canon, Cisco Systems, Computer Sciences, Dell, EDS, Hewlett Packard, IBM, Ingram Micro., Intel, Microsoft, Motorola, Nortel Networks, Oracle, Sanmina-SCI Corp, SAP, Solectron, Sprint, Sun Microsystems, Texas Instruments, Verizon Communications, Xerox

Global Sales Academy Leads [2 positions]

30-50% travel

Global Sales Academy Lead is responsible for executive stakeholder management; executive reviews; HR, IT & knowledge mgmt integration; Line of business curriculum integration, master project plans, budgets & schedules; investment, assessment & measurement strategy; team mgmt, & program design & architecture

- Oversees all global L&D program components including fieldwork, manager-led coaching, peer & sales leader mentoring, assessment/evaluation, virtual/in-person sessions and learning communities.
- Manages informal key stakeholder communications and facilitates program updates as required.
- Manages and ensures quality control for instructional design efforts.
- Hosts regional events until internal hosting capability is built.

Global Sales Academy PMO Lead [1 position]

- Manages project schedules and provides project management support to Global Project Leads: sales academy instructional design & performance assessment leads in addition to the facilitation of weekly status update calls
- Manages sales academy budget & budget-related key stakeholder communications.
- Facilitates project updates with key stakeholders as required.
- Sr. Instructional Designer, Fieldwork & Manager-Led Coaching [1 position]
- Collaborates with SMEs and other key stakeholders to develop agendas and facilitate/oversee content builds for synthesis, virtual, and in-practice sessions.
- Facilitates train-the-trainer sessions to build internal facilitation capability. Hosts synthesis, virtual & in-practice sessions until internal hosting capability is built.
- Facilitates curriculum review discussions with key stakeholders as required.
- Sr. Instructional Designer, SMA Internal Content Builds [1 position]
- Collaborates with SMEs and other key stakeholders to develop agendas and facilitate/oversee e-learning, classroom-based & virtual classroom content builds to bridge sales academy content gaps.
- Collaborates with SMEs and other key stakeholders to develop manager coaching guides for key reinforcement areas.
- Facilitates train-the-trainer sessions to build internal facilitation capability.
- Facilitates curriculum review discussions with key stakeholders as required.

Connect with us:

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