



Director of Sales Training & Talent Development- Catonsville, MD

Erickson Living develops and manages continuing care retirement communities that provide unparalleled opportunities and unmatched value for middle-income people over age 62. The Erickson network currently comprises of 16 campuses in nine states. Our company's goal is to serve even more seniors nationwide. As we grow, we seek talented, compassionate individuals to share their gifts to create communities that celebrate life. Our Corporate Marketing team is currently seeking a qualified person to lead the department in the area of Sales Training & Talent Development.

The ***Director of Sales Training & Talent Development*** provides hands-on leadership of our in-house education and talent development programs for all members of the sales and marketing team. This position requires a seasoned leader with a passion for training and people/talent development. This person will work closely with the sales and marketing senior leadership team to identify areas of opportunity for education and coaching and design course work and curriculum for refining and sharpening sales and leadership skills that are critical to our success. As part of this effort, this person will be responsible for creating a formal learning environment that fosters a culture of continuous improvement at every level of the sales and marketing organization. *The Director of Sales Training & Talent Development* will also provide support for peer team meetings to help facilitate an environment of regular best practice sharing, learning and development.

Qualified candidates will possess the following characteristics: A bachelor's degree; Proven education, training, and talent development experience; Proven leadership experience required; knowledge of adult learning principles and how to apply them; knowledge of instructional design techniques and ability to apply them; experience with presentation and facilitation skills; knowledge of sales & marketing practices; desire and passion to assist, train others; ability to assist with the professional development of others; ability and skill to remain people oriented, approachable, patient, enthusiastic; Competent in having effective "fierce" conversations with sales colleagues at all job levels, positively affecting results; Communication skills (oral and written); writing and editing skills; Highly organized and detail oriented.

If you are interested in applying for this position, please visit <http://www.ericksonliving.com/careers>, Click on "Search Jobs**" and enter **27171** in the '**Job Opening ID**' search field**