

Terryberry Careers

# Demo and Enablement Specialist



Terryberry

Terryberry's Demo and Enablement Specialist will work closely with the Sales Enablement Manager to optimize the sales training process and further enable growth of the company's SaaS products.

**About You:** You are someone who thrives as a contributor to a high growth, winning team! It is imperative that you have a high comfort level presenting the 360 Recognition Platform and its capabilities to potential customers. You will also aid in creating training plans and training assets, to coincide with new feature releases, ensuring we have the most prepared sales force in the market. You should be equal parts customer obsessed and data driven.

## About Terryberry

We are Terryberry, the recognition and engagement company that ignites employee success. While we have been in the business of employee recognition for +100 years, we are entering one of the most exciting times of our history as we transition to an employee engagement SaaS led organization. We are headquartered in Grand Rapids, MI; with locations throughout North American and the UK. Are you interested in joining a dynamic growth company which has a real purpose?

Email your resume to [careers@terryberry.com](mailto:careers@terryberry.com)

## Responsibilities

- Effectively demonstrate the 360 platform and its capabilities to potential customers in order to aid Account Executives in a successful selling process
- Gain and maintain in-depth knowledge of Terryberry's Learning Management Systems and Sales Enablement platform; creating, maintaining, and evolving assets on both environments while adhering to industry best practices and utilizing the full potential of the platforms
- Create unified onboarding and training experiences for new Account Executives
- Work with the Product team and Training and Enablement Manager to:
  - Create training plans and materials for all new feature releases
  - Effectively communicate realistic roadmap developments and updates
- Refresh existing training plans and materials to reflect current functionality
- Provide system support to our CPQ platform

## Skills and Experience

- High comfort level presenting; prior public speaking experience preferred
- Video editing experience required
- Strong professional presence, effective communication, presentation, influence, and problem-solving skills
- Driven, self-starting, and self-motivated
- Ability to create and effectively execute plans from conception to completion
- Highly organized and strong time management skills