



OTTOBAuthentic

Let's Talk... we're looking for:

Head of Training - Pharmaceutical: Parktown, JHB

Salary: Negotiable.

The Head of Training will spearhead the development and implementation of a comprehensive training academy aimed at enhancing sales excellence using the Challenger Sales Methodology, achieving world-class marketing, improving operational efficiencies, and fostering leadership within the organization.

This role involves curriculum development, overseeing training delivery, measuring effectiveness, and ensuring continuous improvement to meet the company's strategic goals.

Key Responsibilities:

- ⑧ Strategic Development and Leadership
- ⑧ Curriculum Development and Implementation
- ⑧ Training Delivery and Facilitation
- ⑧ Evaluation and Improvement
- ⑧ Stakeholder Management and Communication
- ⑧ Resource and Budget Management

Education:

- ⑧ Bachelor's degree in Business, Education, Human Resources, or related field (Master's preferred).

Experience:

- ⑧ Proven experience in a senior training role, preferably within the pharmaceutical industry.
- ⑧ Strong background in developing and implementing successful training programs, particularly in sales, marketing, and leadership development.
- ⑧ Excellent knowledge of modern training techniques, tools, and best practices, including e-learning and blended learning approaches.
- ⑧ Experience in managing teams, budgets, and stakeholder relationships.

Skills & Attributes:

- ⑧ Exceptional leadership and people management skills.
- ⑧ Excellent communication and presentation skills.
- ⑧ Strong analytical and decision-making abilities.
- ⑧ Ability to influence and engage at all levels within the organization.
- ⑧ Passionate about continuous learning and professional development

Kindly note: If you have not heard from us within 7 working days, your application was unsuccessful.

How to Apply:

- ⑧ Please submit your resume to: elsa@ottobauthentic.co.za