**About the job**

Advanced Navigation is the world’s most determined innovator in AI robotics and navigation technologies across land, air, sea and space applications. Founded on a culture of research and discovery, Advanced Navigation's mission is to be the catalyst of the autonomy revolution. Fields of expertise include artificial intelligence, underwater sonar, GNSS, radio frequency systems, inertial sensors, robotics, quantum sensors and photonics.  
  
Today, Advanced Navigation is a supplier to some of the world's largest companies, including Airbus, Boeing, Google, Tesla, NASA, Apple, and General Motors. Discover it for yourself: <https://youtu.be/F7uAqs1gtuk>**About The Role**

* In this existing role you will be empowering sales teams with the skills, knowledge, and resources they need to be successful - from onboarding for new hires, through to continuous learning for tenured staff. By joining our team you will a bridge between the sales, marketing, and product teams, ensuring alignment and consistency in messaging.

**What You'll Do**

* Create role-based enablement journeys across multiple sales roles, including for Sales Managers
* Develop and implement a product certification program for sales
* Run a needs analysis to determine soft and sales skills requirements, and develop a program to address these
* Build engaging systems, tools and process enablement
* Maintain enablement content to ensure accuracy and relevance
* Tailor and scale internal enablement content to support channel growth (agents, resellers)
* Collaborate with internal stakeholders to obtain inputs to enablement content
* Identify internal experts to help deliver technical (product) training
* Analyse enablement metrics and post-training survey data to identify areas for improvement

**Qualification, Experience & Skills**

* Bachelors degree or equivalent is required
* Minimum 3 years experience in a similar role
* Previous experience designing and delivering sales enablement in the technology industry, particularly hardware or deep tech
* Sales enablement certification from reputable source (e.g. Sales Enablement Collective, ATD) is an advantage
* Managing enablement projects from end to end, with minimal supervision
* Delivering training to all levels of the organisation, tailoring content and approach as needed, and running small group hands-on enablement activities
* Scheduling and managing training sessions (in-person and virtual)
* Maintaining content and content platforms
* Identifying and tracking key enablement metrics
* Identifying cost-effective digital asset options (e-learning, videos, podcasts)
* Understanding of sales processes and familiarity with sales and qualification methodologies (e.g. Challenger, MEDDPICC)
* Creating engaging and effective sales content (e.g., presentations, case studies, videos, e-learning, podcasts)
* Strong communication skills are needed to collaborate with sales teams, understand their needs, and deliver effective enablement materials.
* Familiarity with Salesforce and Google Suite applications preferred