

Colombia Jobs Expertini®

Principal GTM Enablement Partner

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Company: HubSpot, Inc

Location: Colombia

Category: other-general

Our GTM Enablement team supports 2600+ sales and customer success professionals driving revenue and growth at one of the fastest-growing publicly traded companies in the SaaS industry. We pride ourselves on being a reliable, real-time, and consistent resource for the Sales and CS Teams and empower them to do their jobs more efficiently while growing their skill set and enabling HubSpot's long term strategy.

Our team is growing and we are currently looking for a Senior Global Enablement Partner, Latin America to support our LATAM Sales goal is to create a remarkable and equitable learning experience for our Latin America Sales Teams to help empower their growth and achieve results.

Your responsibilities will include maintaining and iterating upon the Sales team's current learning journey including onboarding, performance support and promotional programing. And ongoing strategy development, implementation, reinforcement, and executive communication to the Latin America sales org. Leveraging data-driven insights, you will assess the effectiveness of enablement efforts, identify areas for improvement, and optimize sales rep productivity and collaboration with the greater global sales org.

As a strategic partner to many cross-functional teams around the company, you will act as the voice and representative of the LATAM Sales teams as your end customer. Your objective is to create an exceptional and equitable learning experience that empowers our sales teams to achieve their full potential, ensuring their success and fostering their growth.

Job Responsibilities:

Aligning and steering on key priorities with sales leadership and sales strategy team.

Design,iterate, implement, and manage a comprehensive learning path for HubSpot's LATAM Sales teams.

Collaborate with Learning Program Managers, other Enablement Partners, and our Instructional Design team to create a world class learning experience that spans across the globe, yet caters to regions and segments.

Conduct in-depth needs and gap analyses through one-on-one interviews and surveys with representatives and managers globally.

Develop, present executive summaries of the Enablement Plan in quarterly business reviews.

Measure and report on enablement success metrics, and draw insights from data.

Collaborate closely with the facilitation team to gauge the reception of learning initiatives by participants.

Regularly present and align on project plans, strategies, and updates to Sales Leadership.

Develop communication plans that reinforce segmental and regional relevance of global initiatives.

Develop and manage a robust network of subject matter experts to better inform Enablement learning programs

Characteristics & Skills needed for the job:

Located in Colombia (Flexibility to work remotely within Colombia)

This position requires professional Proficiency in Spanish & English and fluent level in Portuguese is a plus

Preferred 4+years experience in Enablement (Sales Enablement preferred)

4+ years of experience working with Sales or Business Development teams in the LATAM region

Deep understanding of Sales dynamics, with the ability to empathize, build trust, and offer support as needed.

Managing ambiguity - You are comfortable and thrive in an ambiguous environment.

Proficient in stakeholder management, addressing communication needs throughout project lifecycles.

Demonstrated ability to gain buy-in from diverse stakeholders, shaping expectations, planning strategically, and communicating effectively.

Driving Influence - Ability to gain idea buy-in from all types of stakeholders through effective communication skills, public speaking, and expectation setting.

Setting strategic direction - The ability to work with stakeholders, understand needs and translate vision into a clear, global strategy is essential.

Creative thinker with a talent for driving process improvement and operational excellence.

Strong data-driven decision-making skills, using data and analysis to drive strategic planning or business changes and influence change.

Self-motivated and proactive, taking initiative without requiring external motivation

We know the and can get in the way of meeting spectacular candidates, so please don't hesitate to apply — we'd love to hear from you.

If you need accommodations or assistance due to a disability, please reach out to us .

This information will be treated as confidential and used only for the purpose of determining an appropriate accommodation for the interview process.

Germany Applicants:(m/f/d) - link to HubSpot's Career Diversity page .

About HubSpot

HubSpot (NYSE: HUBS) is a leading customer relationship management (CRM) platform that provides software and support to help businesses grow better. We build marketing, sales, service, and website management products that start free and scale to meet our customers' needs at any stage of growth. We're also building a company culture that empowers people to do their best work. If that sounds like something you'd like to be part of, we'd love to hear from you.

You can find out more about our company culture in the , which has more than 5M views, and learn about , too. Thanks to the work of every employee globally, HubSpot was named the #2 Best Place to Work on Glassdoor in 2022, and has been recognized for award-

winning culture by Great Place to Work, Comparably, Fortune, Entrepreneur, Inc., and more. Headquartered in Cambridge, Massachusetts, HubSpot was founded in 2006. Today, thousands of employees work across the globe in HubSpot offices and remotely. Visit our to learn more about culture and opportunities at HubSpot.

By submitting your application, you agree that HubSpot may collect your personal data for recruiting, global organization planning, and related purposes. HubSpot's explains what personal information we may process, where we may process your personal information, our purposes for processing your personal information, and the rights you can exercise over HubSpot's use of your personal information.

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Generated on: 2024-04-29 by Expertini.Com