

Sales Trainer

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Company: Pune Institute of Business Management

Location: pune

Category: other-general

Job Description: Trainer Position Overview: We are seeking a dynamic and motivated Trainer to provide comprehensive training to undergraduate (UG) and postgraduate (PG) students in the fields of accounting, finance, and marketing. The ideal candidate will not only possess expertise in these domains but also have a passion for motivating students towards pursuing successful careers in MBA programs and related fields.

Responsibilities:

- Curriculum Development:** Design and develop training modules, lesson plans, and instructional materials tailored to the needs of UG and PG students in the areas of accounting, finance, and marketing.
- Instructional Delivery:** Deliver engaging and interactive training sessions that effectively convey complex concepts to students from diverse academic backgrounds.
- Subject Matter Expertise:** Demonstrate deep knowledge and understanding of accounting principles, financial analysis techniques, and marketing strategies, providing real-world examples to enhance learning.
- Motivational Guidance:** Inspire and encourage students to explore opportunities in MBA programs and related fields by highlighting the benefits of advanced education and career advancement.
- Individualized Support:** Provide personalized guidance and mentorship to students, offering assistance with academic challenges, career planning, and goal setting.
- Assessment and Feedback:** Evaluate student performance through quizzes, assignments, and examinations, providing constructive feedback to facilitate continuous improvement.
- Industry Insights:** Stay updated on current trends and developments in the fields of accounting, finance, and marketing, incorporating relevant industry insights into training sessions.
- Collaboration:** Work collaboratively with faculty members, academic advisors, and career services staff to align training initiatives with broader

academic goals and student needs. Professional Development: Pursue opportunities for professional growth and development, attending workshops, conferences, and seminars to enhance teaching skills and subject matter expertise. Qualifications: Bachelor's degree in Accounting, Finance, Marketing, or a related field; Master's degree preferred. Proven experience in training, teaching, or tutoring undergraduate and postgraduate students. Strong interpersonal and communication skills, with the ability to engage and motivate students effectively. Expertise in accounting principles, financial analysis, and marketing strategies, with practical experience preferred. Passion for education and student development, with a commitment to fostering a supportive learning environment. Ability to adapt teaching methods to accommodate diverse learning styles and academic backgrounds. Organizational skills and attention to detail, with the ability to manage multiple priorities and deadlines effectively. Familiarity with educational technology and learning management systems is a plus. Location: Pune

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