



**HEALTH CENTER  
PARTNERS**  
of Southern California

### **CORPORATE TRAINER / BRAND AMBASSADOR, SAN DIEGO, CA**

CNECT, a national healthcare Group Purchasing Organization (GPO) is seeking to hire a Corporate Trainer to work in our corporate headquarters based in San Diego, California. The corporate trainer will maintain the process, practice and culture of CNECT and will be the face of the brand at various events for potential members and preferred partners. The corporate trainer will also facilitate the new hire onboarding program and provide orientation (coordination with HR, IT, etc.) for all new CNECT staff. In addition, this position will be responsible for planning, coordinating, and conducting ongoing training and support for the sales department through coordinated efforts with management, specifically the Directors of Business Development. This position will report to the Director of Corporate Marketing & Communications and will collaborate with the CNECT leadership team to achieve brand awareness.

### **RESPONSIBILITIES OVERVIEW**

- Facilitate the onboarding of all new CNECT staff and be the liaison between their department manager and Human Resources through an established orientation process.
- Implement new hire orientation program
- Trains all sales and customer service staff through the CNECT Sales Training Program. Responsibilities include:
  - Ensuring each new sales hire has a thorough understanding of the CNECT sales process to effectively carry out his/her responsibilities and achieve sales goals
  - Assisting in developing sales training manual and responsible for maintaining current and accurate training materials
  - Directing conference trainings, in-field ride a-longs, and monitoring training calls while providing coaching feedback
  - Conducting ongoing assessments to determine training needs and evaluate trainee's progress
  - Generating evaluation reports with the goal of defining the impact of training on key performance indicators
- Represent CNECT as the face of the brand at trade shows and supplier meetings as required
- Assist in developing sales presentations and collateral for client meetings

- Provide marketing and sales support as requested
- Other duties as assigned

## **QUALIFICATIONS**

A Bachelor's Degree is required in Business, Marketing, or Communications and a minimum of 6 years of combined sales and/or marketing experience. Experience in sales training or related role preferred. Knowledge of CRM's, Salesforce experience is a plus. Exceptional level of detail orientation and proven ability to create and implement processes. Excellent communication (written and verbal) and interpersonal skills required with an overall positive and professional disposition. Ability to work in a highly collaborative environment with the Director of Marketing and Directors of Business Development. Working knowledge of relevant Windows based software packages and computer systems is required. The candidate must possess valid driver's license and will require some work travel in the US.

## **COMPENSATION**

We offer competitive compensation and benefit package. Please email cover letter, resume and salary expectations to [jobs@hcpsocal.org](mailto:jobs@hcpsocal.org). CNECT, a division of Health Center Partners of Southern California, is an EEO employer.

## **ABOUT CNECT**

CNECT, a national Group Purchasing Organization (GPO) with 40 years of industry experience, signs up an average of 20 new members every week granting them discounts and services specifically designed to enhance their financial strength. Without compromising quality, we strive to leverage the lowest possible price on contracted services and products for our 7,000+ members. CNECT is affiliated with Premier, one of the nation's largest GPOs. Through this affiliation, our members have access to a comprehensive savings portfolio that includes thousands of contracts covering all aspects of an organization's purchasing from med/surg supplies to office furniture, car rentals and cell phone services. Dedicated member support, detailed analytics, individualized program development, and training opportunities are just the start in which CNECT assists members to realize the total value proposition of their GPO relationship. Current members receiving CNECT's focused attention and enhanced customer service today include health care, social service and educational organizations. For more information on CNECT, please visit [www.cnectgpo.com](http://www.cnectgpo.com).