



## Training Coordinator

Hobsons, a trailblazing education, technology, and recruitment services company, is looking for a talented, high-energy Training Coordinator. Hobsons offers all of the benefits of a multinational corporation with the values and spirit of an entrepreneurial company. The Hobsons culture encourages creativity and innovation. With nearly 3 million copies of more than 100 publications distributed annually, Hobsons strives to provide its customers with end-to-end solutions and services for their retention needs through our CRM offerings. Hobsons is the single largest provider of worldwide education and corporate recruitment information.

### **Job Summary**

The Training Coordinator will be responsible for creating, conducting, and delivering a training curriculum for all of Hobsons' sales divisions (EMT, Domestic Publishing, Graduate/International Publishing, Naviance, and AY). The training will include a variety of different types of selling, from entry level to more seasoned sales. The training will also include delivering the overall business strategy along with follow up. This position requires travel up to 25 percent of the time.

### **Essential Functions/Responsibilities**

- Creating and implementing a training agenda for sales within multiple departments of Hobsons.
- Conducting sales training sessions.
- Conducting new hire sales training.

### **Minimum Qualifications**

- Bachelor's degree required
- Minimum of 3–5 years in a similar training position
- Knowledge of Microsoft Office Products (specifically Excel and PowerPoint)
- Knowledge of the software industry
- Knowledge of the higher education market a plus

### **Personal Characteristics**

- Excellent interpersonal and communications skills
- Strong organizational skills
- Ability to quickly learn new technologies
- Motivation, drive to succeed

Hobsons offers a competitive salary along with an excellent benefits package including:

- Health Insurance
- Life and Disability Insurance
- Dental Plan
- 401K Plan
- Section 125/Flexible Spending Accounts
- Generous Holiday and Vacation Schedule

Please submit résumés to:

Hobsons – Attention Human Resources  
50 E-Business Way, Suite 300  
Cincinnati, OH 45241  
Fax: 513-891-6222

E-mail: [Human\\_Resources@hobsons-us.com](mailto:Human_Resources@hobsons-us.com)

To learn more about Hobsons, please visit our corporate Web site at [www.hobsons.com](http://www.hobsons.com) - online recruitment brochure available.

Product-related sites:

[www.CollegeView.com](http://www.CollegeView.com)

[www.USeduguides.com](http://www.USeduguides.com)

[www.emt.hobsons.com](http://www.emt.hobsons.com)

*EOE. We recognize and appreciate the benefits of diversity in the workplace. People who share this belief or reflect a diverse background are encouraged to apply.*