

Technical Training Developer/Trainer Donaldson Company Bloomington, MN

Apply Here:

<https://donaldson.taleo.net/careersection/2/moresearch.ftl?lang=en>

Job Number: 1701264

Are you a dynamic and engaging Training Professional who is also energized by the challenge and creativity of the curriculum development process?

If you possess technical aptitude, talent, initiative, and are ready to join a thriving and stable international company with a wealth of career opportunities, you can go places with Donaldson Company, a leading global provider of filtration solutions.

You will advance your career at Donaldson and add value by:

- Strengthening our distribution and customer relationships by delivering dynamic and engaging training in product technology, servicing, equipment applications, and sales / merchandising techniques to maximize the value of Donaldson products
- Developing enjoyable classroom, e-Learning, and customer worksite training curriculum designed to enhance the sales process and achieve optimum performance of Donaldson filtration products in the Transportation, Construction, Mining, Energy, Agriculture, and Marine markets
- Taking an active leadership role in the establishment of a standardized training program that supports the strategic objectives of the Global Engine Aftermarket Business
- Working closely with subject matter experts to develop & lead interactive hands-on learning focused on the air, fuel, lubrication, and hydraulic filtration requirements of diesel powered vehicles & equipment
- Developing custom training programs for key customers and target markets. Work closely with maintenance and technical personnel to ensure the proper servicing and performance of Donaldson products
- Leading collaborative activities involving technical subject matter experts around the world. Identify best practices; develop customized regional training strategies, and continuously analyzing effectiveness to improve training techniques and materials.
- Coaching and developing technical trainers, subject matter experts, and sales staff on proper and effective instructional techniques
- Conducting surveys and participating in training events, trade exhibits, product demonstrations, and other interactive activities designed to identify current and future customer training needs and expectations
- Guiding campus and laboratory tours

- Developing training manuals using content from product catalogs and marketing materials
- Designing and maintaining hands-on training tools and demonstration models
- Developing & maintaining training effectiveness metrics
- Managing Training Academy logistics, tour coordination, activities, and student accommodations

Qualifications:

- Bachelor's degree in Adult Education, Business, Engineering/Technical, or other related field, with a minimum of 2 years related training experience
- Demonstrated customer focus and strong cross-cultural communication skills
- Ability to communicate and connect with all levels of the organization
- Strong technical aptitude & presentation skills
- Ability to promote excellent customer service and sales skills
- Willingness and ability to adapt to changing job requirements
- Ability to travel 15% including occasional international trips
- Articulate and other e-learning software experience is a plus