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# Example of Inside Product Specialist Job Description

Our company is growing rapidly and is looking to fill the role of inside product specialist. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for inside product specialist

* With support of the Director of Sales, initiates Government quotes and keeps database updated to ensure pricing consistency across applications/projects
* Initiates the Customer Complaint process for technical and quality issues by taking the complaint, logging the complaint, and reporting the findings to the customer and/or Sales Representative
* Responsible for responding to leads by vetting customer, project, and applications
* Utilize web inquires as opportunities to understand customer’s needs, offer creative solutions, and grow the business
* Participates on telemarketing campaigns, distributes marketing material and training tutorials to customers, and supports the communication on new marketing programs to customers
* Participates in the continuous improvement process by identifying repetitive problems to the Customer Service Manager and recommending solutions
* Collaborate with Marketing, and guide initiatives, to develop communication tools (videos and others) that help support training and answer customer technical questions
* Lead (and coordinate with Product Manager) all product testing initiatives to create competitive analysis
* Partnering with Field Product Specialists, Inside Sales Reps and Account Managers to qualify inbound leads
* Maintaining a sales funnel, following up on opportunities, quoting customers, and ultimately driving the sale to completion

## Qualifications for inside product specialist

* Min 5 years industry related experience preferred
* APJ /ANZ CCC Sales/Marketing team
* Rich product knowledge on server and storage (like FC array, TBU, SAN, NAS
* Industry knowledge competitive knowledge from either a sales or technical view
* Updated marketing/sales literature to prospective clients, keep up-to-date knowledge of the industry the competitive posture of the company and prepare activity and forecast reports as requested
* Ability to use collaborative communication to engage Channel Partners in discussions that result in mutual value