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# Example of Product Specialist Senior Job Description

Our growing company is searching for experienced candidates for the position of product specialist senior. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for product specialist senior

* Take part in annual Market Planning and Business Planning meetings as appropriate and required
* Ensure any key enhancements to existing Advantage products and further modules within the portfolio are identified and liaise with the Products & Development Manager and the senior management team to agree plans to bring to market in the timescales required
* Provide input to Sales to set and review product pricing
* Provide input to Marketing to ensure that products are correctly positioned and maximum impact is achieved
* The incumbent is expected to plan, organize and implement selling activities in line with the plan for the surgical business and achieve or exceed the annual and quarterly sales objectives through the use of professional selling skills, time and territory management and the efficient use of promotional material consistent with marketing objectives
* Should be good at building relationship with internal ad external customers (Doctors/KOLS/Distributors/Peers and Superiors)
* The incumbent will be responsible for monitoring competitor activity and market trends, recommending solutions and implementing corrective actions based on factual information
* Ensure new products are defined with superior features and performance relative to market competition
* Work with leadership team to plan the future technology and strategic product direction for the division
* Support the various teams in IC Design, OSA Design and Applications engineering teams with systems level expertise

## Qualifications for product specialist senior

* Some travel internationally to client sites
* Advanced knowledge of working with IntelliMatch (preferably at least 3-4 years of experience with IntelliMatch)
* Ability to write SQL statements (joins, updates, scripts for analysis, etc)
* Ability to understand complex object orientated database
* Ability to troubleshoot technical environment issues for example Citrix, n-tier architecture, AND database
* Troubleshoot complex problem