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# Example of Senior Product Specialist Job Description

Our company is growing rapidly and is looking for a senior product specialist. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for senior product specialist

* Co-ordination of relevant Product teams – Local field teams and other stakeholders (Ops, BI, marketing)
* Understanding of local/global competitive landscape for given product set (competitive features / positioning)
* Ownership of sales strategy for new product feature/launches
* Understanding how to pitch new products in a way local teams can understand and then sell to their clients
* Briefing of bespoke / standard marketing material for new launches or to address market/competitive issues
* Measure global progress against margin / revenue goals for product line reporting at a regional / local level on performance
* Have a clear advertiser segmentation plan per product and identify global and local accounts for first phase or beta testing rollout
* Set targets and ensure tracking mechanism are in place
* Lead the annual Product Planning cycle for Advantage products that will feed into the annual Product Plan
* Monitor the in-year developments to ensure that Advantage solutions are produced on-time, to-budget and to-quality, advising of any adjustments to the Product Plan as required that will enable the Business Plan to be achieved

## Qualifications for senior product specialist

* Preferably with 2-3 years solid working experience in pharmaceutical industry
* Outgoing, result oriented, customer focused
* Fluent in both written and spoken English and Chinese (Cantonese)
* Candidates with more experience and demonstrated competencies may be considered for appointment as Territory Manager
* The individual will be responsible for Service Delivery for customer hosted by IntelliMatch Managed Services and will act as a lead for specific individuals within the Service Desk
* Be able to present the support model in sales processes and support the pre-sales effort