



# Example of Global Product Specialist Job Description

Powered by [www.VelvetJobs.com](http://www.VelvetJobs.com)

Our company is growing rapidly and is searching for experienced candidates for the position of global product specialist. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for global product specialist

- Establishes relationships with sales reps, relationship managers, product managers and commercial directors to diagnose, design and deliver workflow solutions for more complex clients
- Establishes relationships with sales executives, relationship managers, product managers and commercial directors to diagnose, design and deliver workflow solutions for more complex clients
- Leads pre-sales activities such as responding to RFPs, providing training, or designing SOWs
- Trains senior sales executives and relationship managers on complex products and industry topics
- Significantly impacts the sales and revenue results of the team
- Leads sourcing projects (using an established sourcing management process) to establish sources of supply via market intelligence gathering and analysis, competitive sourcing events (RFIs, RFP/RFQs), costs analyses, strategic analyses, due diligence/compliance assessments, and contract negotiations
- Support product launches by creating case studies, sales communications, presentations, competitive tools and training for Sales
- Work closely with Sales and Product Management to understand the needs of the marketplace and help formulate future marketing strategies and tactics
- Collaboration cross-functionally with Sales, Product Management, Engineering, and other Marketing teams
- Provide customer support for existing Fuse Technologies and Fuse Connected Services

- 
- 5+ Years of sales and marketing experience within medical devices/healthcare or Pharmaceutical Industry
  - Additionally, you bring minimum 3 to 5 years of professional work experience
  - We are looking for a creative and reliable all-rounder with a high personal commitment independent self-starter with strong communication skills and intercultural competence
  - Three years progressive work experience in a marketing related field
  - Bachelor or above degree on engineering background
  - Knowledge in the field of Breaker and Switches will be of advantage