



Example of Inside Product Specialist Job Description

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Our growing company 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

- Provides direction and guidance/mentor to team members and coaches others in closing the most complex deals If account/acquisition focused individual responsible for highest revenue spend in business and/or account complexity within assigned business
- Advanced level specialized sales representative, influencing how others engage and interact across the segment Advanced understanding of subject matter
- Duties include driving specific renewals and tech refresh sales programs, outbound calling, and prospecting to grow EMC's market share
- Advises customer / partner of expiring support or maintenance contracts, pricing, new service offerings
- Business Team lead for Controls Forecast and SandOP activities
- May own account set and/ or be called into accounts as opportunities are identified
- A minimum of a Bachelor's Degree in Chemistry or related field required
- A minimum of five years' experience in a sales and/or technical service environment in a related field and/or a minimum of five years' experience in a chemical industry dealing with customers preferred

Qualifications for inside product specialist

- Provide pre-sales technical support on Client peripherals & enterprise infrastructure products to inside sales team during the sales process

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- Provides technical and administrative information and price quotes, 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
- Builds relationships with assigned contacts within your account set
- Complete & total utilization of the Salesforce.com tool
- Work a minimum of 8 hours per day, 5 days per week taking/making calls on the phone