



Example of Product Sales Support Job Description

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Our company is growing rapidly and is looking to fill the role of product sales support. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for product sales support

- Fully develops product knowledge capabilities, applications, and product justification in order to be recognized as the expert in the field
- Maintains CRM database on a daily basis
- Creates and maintains network master data including fiber surveys, business passings
- Build and maintain Key Performance Indicators that measure the reach, effectiveness and impact of sales support, documentation directed at intended audience(s)
- Highly detailed, critical analysis of performance metrics and other related sales operations data to drive and implement improvements
- Interpreting data, analyzing results, and identifying trends using statistical techniques and providing ongoing readouts of performance metrics and other process related sales items to the regions in the West Division
- Assist in building and maintaining end-user documentation library and reference lab
- Build scenario-based sales documentation use cases addressing the customer's experience internal-teams experience
- Supporting and researching Sales compensation disputes on a monthly basis (Including system entry and approvals)
- Supporting, researching, and entering in Quota Relief or Time in Territory calculations to ensure Sales Reps are paid accurately

Qualifications for product sales support

- Must have 7 or more years of technical or professional experience in addition to 2 or more years of experience in a management or other leadership role (preferably in a support environment)
- Technical degree in composite, polymeric and/or material engineering, chemistry (MS or equivalent)
- Not more than 3 years of full-time work experience
- Experience with composite materials preferred
- Ability to communicate in an international environment and capacity to be a team player
- Proactive personality, who challenges the standard ways & is used to work goal-oriented