Our company is growing rapidly and is hiring for a sales product specialist. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for sales product specialist

- Succeed trough a cohesive team of Account Managers, pre-sales Engineers and Technical leaders
- Provide consultative and discovery selling by positioning complex solutions
- Provide direct sales execution to high touch customers
- Support the country sales plan and execute the product strategy
- Partner with Marketing and Business Development teams to launch sales initiatives
- Demonstrate a clear awareness of architecture specific market pressures, trends and transitions
- Provide coverage across a variety of market segments
- Partner with Relationship Managers and Treasury Management Sales to generate revenue from sales of Treasury Management Solutions
- Provide major input into the sales lifecycle and obtain qualitative and quantitative information to support successful sales activities
- Analyze and resolve a wide range of treasury management issues of varying complexity for commercial clients and prospects

Qualifications for sales product specialist

- Minimum of 10 years of experience in financial services, preferably securities, custody or related fields
- A proven record of success in the sale of complex financial, annuity revenue

- Create and execute a business plan which includes target customer segments, resources, and which solves business needs for the defined Territory/Industry segments
- Deliver an accurate monthly & quarterly forecast of business in the specified territory
- Working knowledge of the competitive landscape
- Bachelor's Degree or minimum 5 years of selling experience in a medical, healthcare or technical field(biomedical engineering, medical physics) or Life Sciences field