



# Example of Sales Product Specialist Job Description

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Our innovative and growing company is looking 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

- Assist in the development of sales and marketing materials and in ensuring such are current
- Describe Treasury Management Solutions within the Receivables Solutions vertical in great detail
- Support field sales team to sell the AW (MR) equipment and business solutions to customers within Area
- Support field sales team to sell the DI (Diagnostic Imaging) equipment and business solutions to customers within Area
- Answer questions about our solutions and strategy from prospects and clients throughout the sales process from employees via a request system within the established service level agreement timeframe
- Provide input to the Product Management Team for the development of detailed competitive comparisons, sales presentations, competitive equipment, competitive pricing, voice of customer, and similar to improve sales effectiveness
- Compile lists of deal histories, prospective customers and sales leads
- Attends trade shows and promote assigned product line or industry
- Actively leverage relevant sources of information (websites, analyst reports, webinars, win/loss reports, ) for useful competitive intelligence
- Help in developing a programmatic approach to competitive intelligence, and formalize the delivery of content and training to best equip Kirkland's for success

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- Hard work ethic, willing to work 8 to 5 M-F to meet expected goals
  - Bi-lingual candidates including Spanish
  - Based from home office with travel requirement of up to 75% within your assigned region
  - Should understand positioning of Opex and Capex and Data Center Operational models for computing, networking and storage Applications
  - Must have experience working in an interventional or Operating Room (OR) environment
  - Contribute to the development and execution of the GTM plan for FRI in Japan and help drive business growth