



Example of Sales Product Specialist Job Description

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Our innovative and growing company 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

- Collaborate with Distribution, Marketing, Investments and Business Development to help to help maximize commercial opportunities
- Observe where competitors are performing well and where they are performing sub-par • Maintain an in-depth understanding and knowledge of our investment approach and market outlook
- Raise competitive issues on product offerings
- Ongoing monitoring of the macro investment environment monitoring of performance, valuation, and expectations for a broad range of asset classes
- Travels 25 – 40% of time with Retail, Institutional, DCIO, National accounts and RIA sales force as a product specialist
- Participates in initiatives within the department related to strategy, direction and service offerings
- Support existing regional sales team with product and application guidance, training when needed
- Respond to inquiries, resolve problems, and obtain documentation needed to support the sales process
- Develop and respond to quotes from key accounts on quantity buys custom product
- Facilitate the communication of item specifications and pricing

Qualifications for sales product specialist

- You are a self-sufficient contributor to client meetings and can effectively communicate value propositions in spontaneous client phone calls
- Technical expertise in Surgery and interventional cardio vascular is welcomed
- Previous experience in the Healthcare Industry., specifically Medical Imaging
- Ability to establish collaborative relationships and acting as a well-respected and trusted business partner that others want to collaborate with
- At least 4 years of product management or development experience, or at least 5 years of experience in bank operations, preferably in a supervisor's capacity, or at least 6 years of treasury/cash management industry related experience within treasury management sales, corporate treasury, or non-credit services product management