



Example of Sales Product Specialist Job Description

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Our growing company is searching for experienced candidates for the position of sales product specialist. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for sales product specialist

- Deliver sales presentations, seminars, or workshops
- Provide support to trade shows and conferences
- Maintain customer account, contact, and lead information
- Foster a positive image of the Company with customers
- Assist with department reports and metrics
- Assist Sales and Marketing organizing events including but not limited to Tradeshows, regional events, product demonstrations, and customer events
- Follow up on sales generating activities in the assigned market for assigned product specialty
- Complete all administrative duties (Expense claims)
- Maximize sales orders, margin, market share, customer satisfaction of CT modality and business solutions in Netherlands
- Support sales of assigned CT product and business solutions to customers within Netherlands

Qualifications for sales product specialist

- At least 6 years of treasury or cash management industry related experience within treasury management
- Take responsibility for achieving defined product sales forecast
- Takes ownership for the territory business development strategy that includes referring physician specialties, hospital/imaging centers, and authorized suppliers

- Communicate frequently with Director regarding progress, accomplishments, needs, and key observations related to the product, competitive products/approaches, and market dynamics
- Ensure that only approved and current sales materials and messages are used