



Example of Sales Specialist Job Description

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Our company is looking to fill the role of sales specialist. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for sales specialist

- Manage the sales-consultancy activities for APAC clients – determine new business opportunities, pipeline and renewal management, proposal and contract management, maintain existing client relationships and accounts with a focus on new client business
- Manage the data collection process – work towards formal agreements with data providers
- Own and manage client update cycle enquiry and issue resolution process from a client coverage perspective using CRM and other internal tools
- Provide an escalation route through to the clients for validation / data transfer challenges
- Liaise with the Data & Content Services department to ensure a quality client service is delivered on time - both data and analytics
- Conduct calls/visits with clients (presentation, training, relationship planning and review)
- Take the local lead 'on boarding' new clients and doing face-to-face retraining/supporting with client data providers
- Preparation of tailored client presentation materials
- Creates and conducts sales presentations for the portfolio to multiple decision makers
- Leads all customer product evaluations and implementations

Qualifications for sales specialist

- Generate and research new prospect leads
- 0-2 years' sales experience and familiar with reagent
- 1 year laboratory experience is prefer
- Degree in Life Science, Biology, Molecular Biology, etc
- Possess cash handling experience