



Example of Specialist Sales Job Description

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

Responsibilities for specialist sales

- Reviews and analyzes various sales performances and forecast reports and assesses revenue opportunities
- Submit recommendations of measures to maximize sales productivity effective use of allocated sales resources
- Identify and develop new market opportunities in Myanmar market and ensure knowhow sharing and cross-collaboration
- Shadow team members through client visits, prospecting, cold calling etc
- Complete follow ups from client meetings
- Assist team in the creation and timely execution of pipeline, product demonstrations, contract negotiation, sales closing, product implementation and training, maintain existing client relationships and accounts
- Prepares sales plans using company tools
- Prepares offers in coordination with the bid and proposal department and/or the Marketing Manager
- Compliant with regulations and company policies
- Establish a close relationship with the Key Opinion Leaders (KOLs) of the country

Qualifications for specialist sales

- Outgoing, pleasant, patient and friendly attitude
- Ability to travel minimally to client sites as needed
- 3-5 years relevant experience (sales or marketing)
- Ability to manage sensitive supplier and/or client information

