



Example of Specialist Sales Job Description

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Our company is looking for a specialist sales. 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 specialist sales

- Collect information on the specific customer's situation, work flow within the lab used systems/instruments and technologies
- Update him or herself on relevant issues and developments such as reimbursement situation, new legal requirements
- Give instrument demonstrations to the customers
- Follow up on the installation of a new instrument or the start up of new parameters
- Make sure that Technical Service takes over responsibility for the installation of the instrument
- Make sure that the required customer training takes place
- Fill in forms to initiate instrument moves, special prices or customer trainings
- Prepare proposals for customer contracts
- Update own customer files in aforce whenever necessary
- Model excellence in theatre show presentation, inclusive of invitation and verbatim script delivery

Qualifications for specialist sales

- Interaction with Customer Market Development to gather marketing and product info internally
- Support research on targeted accounts, identification of Key Decision Makers
- Support Account Executives for preparation of customer meetings

- Help with RFQ answers (gathering info, follow-up with stake holders)
- Directly related work results in Retail Solutions