



Example of Specialist Sales Job Description

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Our company is growing rapidly and is looking for a specialist sales. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for specialist sales

- Identify new ways of creating value with customers
 - Work proactively with customers in defining bid specifications
 - Develop and identify business opportunities in HVAC Automation System market
 - Define, manage, and start lobbying with market influencers such as planners, specifiers, insurance specialists
 - You will develop and maintain relationships with previous prospects through follow-up calls and emails, pre and post demonstration reminders
 - As a Sales Specialists you will need to stay on top industry news and market trends, identifying advantages and key differentiators as compared to competitors within the health, wellness, and beauty industry
 - With your strong planning and organisational skills, you'll be responsible for managing your personal sales strategy on a daily/weekly/monthly schedule in order to maximise return on time investment
 - You will develop and maintain relationships with previous prospects in our system that may have fallen off of the radar
 - Keeps abreast of all MIINDBOSY product updates, including software and application updates and releases, new partner offerings, market conditions, and competitor activities, updates to competitor software or new competitors in our core verticals
 - You will also have the opportunity to participate in trade shows and conventions as required
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- Degree in Life Science, Biology, Molecular Biology
- Over 2 years' experience in Sales
- Must have experience in Life Science industry more than 2 years
- Domestic travel is essential
- Degree in Biology, Molecular Biology, etc
- Over 3 years of sales experience in molecular biology