



# Example of Specialist Sales Job Description

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Our company is searching for experienced candidates for the position of 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

- Participates with division on overall product strategy, competitive analyses, research and development requirements other duties as assigned
- Responsible for the achievement of target turnover for CPS BACS (Building Automation Control Systems) sales channel
- Develops and identifies business opportunities in HVAC Automation System market
- Prepares configurations for control and supervisor system of HVAC projects, according to DP (data point) lists
- Prepares proposals for VAPs and follows projects pipeline of VAPs
- Supports VAPs with sales and technical activities in order to win new projects
- Selling ETFs and passive mandates and solutions to existing clients and prospects with a focus on the large private banks, external asset managers and pension funds and insurance companies
- Proactive sourcing of prospects through information from GCG generalists external sources
- Establishing sales strategy for clients in the Institutional and Retail Sector in Benelux
- On-boarding prospects and relationship management for clients to build up a long term relationship

## Qualifications for specialist sales

- Commercial Sales Experience (min 2 years) with demonstrated success

- Able to question effectively to gain a deeper understanding of customer needs and identify up-selling opportunities
- Ideal candidate will have experience using a Mac and an iOS device or experience using one
- Must have fundamental knowledge of how a computer works (Memory VS Storage)
- Drive for results, demonstrated high degree of drive and determination