PRODUCT SALES SPECIALIST

Job Description:

The Product Specialist Sales Representative represents the company sales department regarding a specific product, service, or product lines and service packages. They expands relationship with existing customers by directing and supporting collaborative sales efforts to grow one or more assigned product lines. The Product Specialist Sales Representative closes on qualified opportunities referred by the Business Development Sales Representative, Account Manager, or other sales personnel, while actively collaborating with these team members. Reporting to the Field Sales Manager, the Product Specialist Sales Representative is responsible for achieving sales quota in the assigned product lines, and for supporting the product-line success of an assigned team of sales associates.

Job Responsibilities:

* Supports the success of an assigned team of salespeople, including Account Managers, and Business Development Sa les Representatives.
* Meets assigned targets for profitable sales growth in assigned product lines.
* Provides coaching and professional development to team-member sales associates in order to enhance their product knowledge and sales skills.
* Lead demand-generating marketing activities in the assigned market for the assigned product specialty.
* Establish productive, professional relationships with key personnel in assigned customer accounts.
* Coordinate the customer involvement of other company personnel when needed, including support resources, team members, and management.
* Maintains high customer satisfaction ratings that meet company standards.
* Ensures a seamless transition of customer responsibility to the Account Manager following a successful reactivation.
* Assist other sales and services resources when called upon by the Field Sales Manager
* Achieves assigned sales quota
* Meets assigned expectations for profitability
* Achieves account win targets

Job Qualifications:

* Associates in marketing or related field
* Bachelors in marketing preferred
* Experience as a Product Sales Specialist

Opportunities as a Product Sales Specialist are available for applicants without experience in which more than one Product Sales Specialist is needed in an area such that an experienced Product Sales Specialist will be present to mentor.

Job Skills Required:

* Understanding of the sales and marketing industry
* Understanding of the company’s marketing needs
* Great interpersonal and communication skills
* Proven success in sales
* Business development and strategy implementation knowledge
* Strong leadership and decision making skills
* Ability to sell, manage and drive growth
* Excellent customer relationship management skills
* Ability to meet sales targets and production business goals
* Sense of ownership and pride in your performance and its impact on company’s success
* Critical thinker and problem-solving skills
* Team player
* Good time-management skills
* Great interpersonal and communication skills
* Familiarity with industry’s rules and regulations
* Ability to lead
* Ability to resolve interpersonnel issues