

## JOB DESCRIPTION

JOB TITLE	Product Specialist Junior		
FACILITY/ LOCATION	Treviso area	DEPARTMENT:	Sales & Marketing
		SUPERVISED BY:	Product Specialist Lead

### Role Statement

He/She provides proactive support to the sales force for the development of projects concerning the products under his/her responsibility, in cooperation with the Marketing Manager. He/She collaborates in the development of company tools to support Customer Care and Sales (product configurator, management system, etc.)

### Key Responsibilities

- He /She support the identification of the range of products for the Italian facilities, that fulfill the business needs. He codifies/maintain the items in the erp system, define price list and other commercial tools that sale force may need.
- Estimates the needs of potential markets, evaluating quantitative and qualitative aspects.
- Monitors sales development and suggest expansion proposals and programs to new market opportunities and / or customer segments.
- Monitors the activity of competitors and the preferences of each customer target for products / services.
- Collaborates in the process of design and development new products, advising the technical structure about customer requests, about the best characteristics of the products and the quantities required according to market analysis and sales forecasts.
- Plans and proposes the most appropriate policies and actions for the launch of a new product, identifying strategies for promotion, advertising and cost control.
- He/She supports Customer Care in the development of commercial proposals, in case of non standard products require technical features that exceed the capabilities of the configurator.
- Develops customized projects for Clients collecting all the necessary data and drafting a specific commercial proposal.
- Supervises, controls and collaborates, if necessary, at all stages of the sales cycle (definition of best product solution, commercial proposal, configuration, requests for offers to third parties and manufacture).
- Monitors the Competitors activities
- Collaborates with the Supply Chain.
- Supervises the installation and start up of the product at the customers' site.
- Participates in the Sales Release activities of new products.

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- Collaborates in the definition of the strategies and the most suitable tools to achieve the sales objectives.
- Supports Sales Force during visits to customers.
- Collaborates in the preparation of fairs and company presentations.

### Education and Background

- Degree in engineering

### Required Competencies

Skills
Knowledge of the Microsoft Office software package
English written and spoken
Knowledge and understanding of the market and its performance
Knowledge of the sales channel and strategies

Attitudes
Cooperation and team work
Decision Making
Customer orientation
Communication skills

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