



Job Title:	Product Specialist	Job Category:	Sales Specialist
Department/Group:	Sales		
Location:	Pewaukee, Wisconsin	Travel Required:	50%
Level/Salary Range:	Competitive	Position Type:	Full-Time
HR Contact:	Janet Daniels jdaniels@radomcorp.com	Reporting into:	Director Product Management

Email:

recruiting@radomcorp.com

Subject Line: Resume for Product Specialist

Job Description

About Us

Radom is a global leader in advanced plasma technologies. We provide sustainable and innovative plasma solutions for industries including analytical instrumentation, clean tech, and hydrogen generation. Our products and instruments lead to safer processes, faster performance, and the reduction of pollution with the promise of continuing to detoxify our earth.

Summary:

The Product Specialist is a specialized sales consultant who can learn and become an expert with Radom MICAP-OES 1000 hardware, software and application. The skills will be applied to the sale of the product to identified target markets. As the product specialist, you will play a crucial role in establishing customer relationships and growing the atomic spectroscopy market share. This will be accomplished by developing customer facing presentations, delivering webinars and specialized customer facing events. The product specialist role is a conduit for market indicator feedback to the sales, application, and marketing teams. This accurate communication of the customer's voice provides hardware, software, and applications ideas to future development and market growth.

You would be a great fit for our team if you like to combine science, superior listening, and communication skills with an outgoing personality to build rapport and further our business initiative. If you enjoy talking to people and helping people see the value in new products, this is the job for you!

Duties and Responsibilities:

- Showcase the company and product strengths and highlight our brand by talking exclusively about the characteristics that make our organization unique.
- Communicate any issues which preclude productivity such as gaps in training or messaging quickly.
- Work with Inside Sales teammates to create a schedule of virtual demo and sales presentations to move the customer to the final point in the sales process.

Job Skills & Qualifications

Required:

- Bachelor of Science; chemistry, biology, or related science field
- ICP-MS, ICP-OES and/or FAAS/GFAAS laboratory experience
- Strong interpersonal communication skills
- Superior listening skills
- Experience with preparing, distilling, and presenting technical information for general audience understanding
- Team player

Preferred:

- Experience in customer service, sales, and/or retention
- Entrepreneurial mindset
- Knowledge of Microsoft Office Suite