

Job Description

Employer	Smartbox Assistive Technology Inc
Job Title	Regional Product Specialist
Location	Varies upon location
Department Name	Sales
Reports To:	VP of US Sales
Full Time	Full Time (40 hours per week)

About Smartbox

Smartbox creates technology that gives a voice and independence to people who are unable to use speech to communicate. Our products include a combination of specialist hardware, software and content that are used by people with disabilities across the world.

Our solutions are used all over the world by thousands of people in over 100 countries, speaking over 20 different languages. To achieve this, in addition to our own UK and US sales team, we support a trusted Partner Network who work with us to translate and distribute our products.

We are one of the leading companies in the field and pride ourselves on our innovative products and high levels of customer service. Everything we do is driven by a passion to improve the lives of people that use our technology.

The Smartbox Head Office is in Malvern, Worcestershire. We have a second office in Bristol, UK and another in Pennsylvania, US.

The Job

The Product Specialist is responsible for the development and growth of Smartbox products within an assigned geographic territory. Emphasis will be placed on effectively communicating and demonstrating the benefits of using Smartbox products to key professionals and customers. The Product Specialist will expand business and brand loyalty among accounts including private practice, schools, clinics, hospitals, and other healthcare centers serving individuals with speech disabilities. As part of this role the Product Specialist will develop and implement an agreed upon plan which will meet both personal and company objectives of reaching an expanding customer base. You will work with the Vice President of Sales and all company stakeholders to raise the level of awareness and increase the demand of the company's product lines.

Main duties

- Possess/obtain a strong working knowledge of the Augmentative & Alternative Communication industry including competitive landscape.
- Develop annual business plan in conjunction with the Vice President of US sales, detailing activities to follow during the fiscal year to obtain sales growth.
- Identify prospects and acquire new customers through existing or new relationships with professionals, institutions or companies servicing individuals with speech disabilities.
- Calls on prospective customers, masters effective presentations, provides technical and administrative product information and/or demonstrations, and quotes appropriate prices.

Smartbox

- Conducts ongoing education of Smartbox products.
- Meets/exceeds business development targets as mutually determined with VP of US Sales
- Maintains accurate records of activities within company's CRM to ensure accurate forecasting and account planning.
- Manages relationships with prospective customers to successful funding and placement of technology while building a sustainable and robust pipeline.
- Engages and develops a strong network with decision makers/key influencers to effectively manage accounts.
- Exhibits a high level of proficiency and expertise in discussing and demonstrating the company's product and values.
- Participates and acts as a spokesperson in trade show events, workshops and seminars as appropriate within market.
- Provides feedback to Vice President of Sales and marketing personnel for the development of marketing policy, recommended product and product line revisions.
- Adheres to a high degree of professionalism in accordance with Smartbox policies, procedures, and business ethic codes.

Essential Skills

- Excellent interpersonal communication skills
- Excellent time management strategies, being able to quickly prioritize tasks
- Excellent written English skills
- Attention to detail
- Able to adapt to a fast-changing work environment as the US operation grows
- Patience
- Willingness to learn
- Positive and pro-active attitude with a "can do" approach

Useful Skills

The following would also be an advantage

- Knowledge of Assistive Technology
- Experience of disability
- A valid driving license as travel will be required

You will also be asked to perform other duties on an ad-hoc basis

Rewards and Benefits

- Smartbox offers 22 days' vacation and 11 public holidays, comprehensive medical insurance, 401K retirement and long-term sick
- Salary based on experience
- Training will be provided as required

We welcome applications from all communities and encourage those from diverse backgrounds and groups.

If you wish to apply or learn more about the role - please email your current CV and a covering letter to jobs@thinksmartbox.com to express your interest.