



WE NEED YOU

WE'RE LOOKING FOR

BUSINESS PRODUCT SPECIALIST

LOCATION:

National

WORKING HOURS:

37.5 hours over Monday – Friday

SALARY:

£34,000 per annum

OTHER BENEFITS:

10% Performance Bonus, Company Car, Life Assurance, PerkBox Discounts, Aviva Pension, Samsung Discounts, Company Sick Pay.

CONTACT TYPE:

Permanent

REPORTING IN TO:

B2B Field Training Manager

WE'RE LOOKING FOR A PASSIONATE PROBLEM-SOLVER

As a Business Product Specialist your tasks include working closely with sales teams, assisting partners with the Samsung One program, providing training, addressing inquiries about products, and collecting insights for regular business updates. Your enthusiasm for people and technology will cultivate a collaborative atmosphere, contributing to the growth of Samsung's market share through increased sales. The ideal candidate should have strong commercial awareness, excellent presentation skills, and a track record of meeting targets in a technology-focused environment.

In this role with Samsung, you'll be boosting sales in the B2B sector, working with Operators, Indirect, Distributor, SES, and Marketing. Your focus will be on technology sales. You'll advocate for Samsung products and support sales teams with your expertise in Samsung MX & Computing solutions.

TO MAKE A REAL DIFFERENCE IN THESE AREAS

SALES

- Enable B2B sales agents in selling Samsung MX products and services to small, medium and large enterprises

BUILDING RELATIONSHIPS

- Build meaningful relationships with key stakeholders
- Work in a collaborative manner alongside the sales teams, driving overall performance
- Work closely with the Samsung Account Management team to support growth
- Assess and secure long-term opportunities

BRAND KNOWLEDGE

- Maintain an expert understanding of Samsung products and services in the B2B marketplace.
- Maintain brand, visual and operational standards
- Keep up to date on industry knowledge of different business sectors

TRAINING

- Organise focus days and deliver regular sales and product training to on-site teams,
- Support at tradeshow and other promotional events
- Attend end user meetings
- Train large numbers of partners when required

PROBLEM-SOLVING

- Resolve queries in a timely fashion to ensure complete customer satisfaction

DIVISON
Business Product
Specialist

COMMERICAL AWARENESS

- Identify opportunities to drive brand awareness and increase sales

INSIGHT ANALYSIS

- Analyse industry trends and capture insight to suggest appropriate development strategies

OUR IDEAL PERSON & THE ESSENTIALS WE'RE AFTER

- You have previous experience in a team-based role, managing diverse stakeholders.
- You possess a passion for the Samsung brand and technology
- You're highly organised, forward thinking, and self-motivated
- You have excellent communication and negotiation skills
- You're eager to tackle challenges and change
- You are commercially aware and comfortable working in a sales environment.
- You're results-oriented with a keen attention to detail.
- You're personable, engageable, and energetic.
- You're comfortable demonstrating to large groups of people, showcasing strong presentation skills.
- You have the flexibility to travel to additional sites if required to meet business needs.
- Sales experience in a B2B marketplace is advantageous.
- Previous experience in a B2B environment is advantageous.
- Previous experience in training within a sales environment is advantageous.

Our ETHIC values are at the core of everything we do, the way we think, the approach we take. These five values are qualities we look for in every single member of the Blue Square team.

