

## Product Specialist Italy-151112146

### Description

For over 35 years, HAEMONETICS (HAE Quote), THE Blood Management Company has been a global leader engaged in the design, manufacture and worldwide sales and marketing of blood management solutions. Recognized as the innovator in blood technologies, our mission is to create innovative products, design information technology platforms and to provide consulting services to advance the safety, quality and availability of the world's blood supply.

### For our Sales Department in South Italy, we are currently looking for a Product Specialist

The incumbent acts as a link between the sales force, the field service department and the customers. The main responsibility of the incumbent is to organize demos, trainings and presentations at customer's site and maintain strong after sales activities in cooperation with the Sales Representatives.

### Responsibilities

- Coordinate and deliver effective application and product training for customer staff and Haemonetics' employees, teaching them how to safely and efficiently operate Haemonetics equipments,related disposables and solutions.
- Support resolution of application and disposable complaints in partnership with Customer Support.
- Develop strong partnerships with customers by organizing product demo and constantly promoting Haemonetics products.
- Provide early and comprehensive feedback to Sales, Marketing and R&D concerning customer comments during trials/evaluations, on equipment performance, product and service enhancements.
- Maintain minimal downtime on all machines in territory through effective training of site personnel and quick problems investigations.
- Increase professional and technical knowledge by attending educational workshops, reviewing professional publications, participating in professional associations.
- Maintain Standard Operating Procedures.
- Prospect and develop multi-level relationships with prospective and existing Haemonetics customers within key accounts and/or distributors.
- Ensure the accuracy and relevance of customers & prospects records in the company database.
- Organise demos, presentations and trials as well as prepare all relevant documents and materials.
- Introduce and inform customers of new equipment, disposables and software products.
- Participate to exhibitions, conferences and meetings as well as follow-up on leads during these events.

### Qualifications

- Bachelor's Degree in life science or vocational nursing education
- Just graduated, 1 year working experience in a similar position or as a nurse or medical technician
- Performs work independently with minimal supervision
- Excellent collaboration and team building skills
- Local language (Italian) and fluent English (written and verbal)
- Aptitude and interest to understand, train customers and users;
- Strong understanding of service manuals and other documentation;

### WHAT CAN WE OFFER

HAEMONETICS is a global company with a lot of opportunities. Our company is built on a foundation of talented individuals who have helped us become THE Global Leader in Blood Management Solutions. In keeping with our mission to be an employer of choice, we offer competitive salaries, world-class benefits, and a diverse and dynamic work environment.

### HOW TO APPLY

If so, please apply by uploading your resume, via our online application tool by clicking on the following link: [Product Specialist](#)

### AND NOTE:

This is a job summary which includes essential job duties of the position. More specific information regarding duties may be provided upon request for particular locations and facilities. HAEMONETICS and its Business Units are Equal Opportunity Employers and comply with applicable employment laws. M/F/D/V are encouraged to apply.