

PRODUCT SPECIALIST

Location : 4535 Wilfrid-Hamel Blvd, Suite 240, Quebec City, QC

POSITION SUMMARY:

Under the supervision of the Product Manager, the Product Specialist is responsible for providing product and solutions support. This position is the main liaison between all stakeholders to support new and existing products and solutions, as well as those under development. The incumbent is central to effectively managing information and knowledge-sharing between the engineering, production and marketing teams, as well as the general market (the sales force and customers).

MORE SPECIFICALLY:

Sales Team Support

- Support sales activities (technical assistance, identification of needs, training, assistance to application engineers)
- Assist in the preparation and development of technical and business proposals

Product Management

- Obtain all information required to ensure that products and solutions meet market needs (new and existing products)
- Help write the technical specifications for standard products in line with market opportunities
- Play an active role in the new product development team
- Contribute to the technical and commercial success of customized solutions

Marketing Activities

- Participate in creating documentation for products and sales tools (pre-sales, post-sales and delivery)
- Train representatives and distributors on company products and solutions
- Participate in trade shows

WE ARE LOOKING FOR A CANDIDATE WITH THE FOLLOWING PROFILE

REQUIREMENTS:

- Bachelor's degree or college diploma in engineering or a related field
- At least two years' experience in a similar role
- Strong oral and written communications skills in English and French
- Available for occasional travel (within North America and abroad)
- Versatile, flexible and adept at establishing effective relationships with clients, with a keen understanding of the technical aspects related to advanced technologies
- Demonstrates sound judgment and recognizes how his/her decisions may impact others
- Good listener with a demonstrated ability to obtain vital information
- Highly organized, with the ability to manage multiple projects simultaneously
- Team player with the ability to interact with personnel from various other departments

CONTACT

Please set your letter of intention with your resume to the attention of **Ms. Marie-Pier Fortier** by email to rh@leddartech.com.

