

Job Description – Product Specialist

Job ID	:	YM-007-03-25
Title	:	Product Specialist
Role	:	Technical Support
Department	:	Audio Marketing
Location	:	Bangaluru, Gurugram & Mumbai
No. of Position	:	03

Job Description:

Key Area of Work: -

- Provide products and system demonstration and design training for distributors and customers
- Develop and execute the strategic marketing plan to maximize our PA&UC sales
- Create acoustic simulation data, AutoCAD drawings and system/technical documents for wide range of installation applications
- Prepare project BOQ and presentations for clients.
- Liaise with sales staff for project tech-support
- Support for sales staff to make showroom display design, sales tool design, advertisement design
- Maintaining industry knowledge
- Develop business goals (markets, locations, people, sales, Channel Partners) and implement the same to meet business goals and should have aggressive marketing approach.

Desired Candidate Profile: -

- Rich experience in Professional Audio & Unified Communication product specialist presales work.
- Product Demonstration, Lecture, Training for customers.
- Excellent skills in Professional Audio & Unified Communication System Design and Sales/Marketing Support.
- System design, Support and training for Sales/ Internal staff, Trouble shooting.
- High level of integrity, inquisitive and curious.

Core Competences: -

- Minimum 10-12 years of experience in audio system and integration such as meeting rooms, conference rooms, fully installed voice reinforcement and public address system, paging system, distributed audio and background music system, auditoriums, ballrooms, conference centers, houses of worships, live sound systems and large venue's sound reinforcement systems.
- Need wide range PA equipment knowledge, especially for digital mixers, digital processors, networked audio and output system including Yamaha products and also other PA manufacturer's products.
- Need acoustics knowledge such as room acoustics, architectural acoustics, psychoacoustics and acoustic simulations.
- Practical knowledge in professional audio software and associated interface.
- Ability to design for complex of audio, control and network system.
- Ability to achieve smooth communication with customers and internal members of the company (listen carefully to others, identify issues and propose solutions, make persuasive presentations)
- Qualifications relevant to the PA&UC industry are highly preferred (CTS, Dante Certification, etc.)
- Extensive EASE speaker simulation software experience is highly preferred.
- Extensive AutoCAD experience including reading and creating drawings is highly preferred.
- Familiarity with construction design standards.

Experience: -

- Minimum 10 to Maximum 12 Years of Experience with a minimum of 8 years of relevant experience.
- Excellent in MS Office.

Qualification: - Bachelor's degree in engineering/ Diploma – Electronics/ Audio

How to Apply:

Please send your resume/CV to hradmin-smb@music.yamaha.com and must mention the Job ID given above, in the subject line and share the following details: -

- Current CTC
- Notice Period
- Location Applied for
