



# CAREER OPPORTUNITY

## TECHNICAL PRODUCT SPECIALIST – MOBIL

### JOB SUMMARY

The Technical Product Specialist – Mobil will be tasked with strategically developing and maintaining opportunities within their territory for the Industrial segment and other assigned segments.

He/She is responsible for all sales activities in assigned accounts while managing the quality and consistency of product and service delivery. He/She must be well equipped with product, industry knowledge and qualifications to ensure effective communication in meeting customer needs and developing key stakeholder relationships.

### EDUCATION

- Minimum of five (5) CXC O'Level passes (including Math and English)
- ICML- MLT 1, MLA 1 or STLE CLS certification would be considered an asset.
- Must be proficient in Microsoft Office – Word, Excel, Access, PowerPoint.

### EXPERIENCE

- A minimum of two (2) years experience in a similar position or Industrial Sales
- CRM (Salesforce) knowledge an asset.

### OTHER

- Excellent communication skills, verbal and written.
- Excellent knowledge of the market conditions to aid sales.
- Excellent after sales services.
- Complete knowledge of the product and service.
- Active engagement for new sales prospects.
- Must be able to coordinate with all departments.
- Excellent project, planning, change and time management capabilities.
- Stress Management to be able to cope with difficult situations.
- Must own a road worthy motor vehicle and have a valid driver's license.

### ACCOUNTABILITY

The Technical Product Specialist – Mobil reports directly to the Manager – MOBIL Commercial Sales & Head-Consumer & Commercial Division.

### FUNCTIONS, DUTIES AND RESPONSIBILITIES:

- Expansion of the existing customer base by servicing existing customers and finding new customers in the assigned sectors.
- Assist Sales manager in the review of technical documentation associated with client's request and pre-qualification and tender documentation.

**Applications must be emailed to [talent@roscopro.com](mailto:talent@roscopro.com) by Friday 22nd May, 2026 or hand delivered directly to the office of the HRM; Point Lisas location.**  
Please include email subject: **TECHNICAL PRODUCT SPECIALIST – MOBIL**



**ROSCO  
PROCOM**

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### ***FUNCTIONS, DUTIES AND RESPONSIBILITIES Con't:***

- Work with Mobil Commercial Manager to develop new Commercial customers.
- Use Benefit Proposals to communicate proactively to promote early adoption of Mobil Lubricants and programs.
- Work with Mobil Management and DLE to implement Benefit Selling and Upselling strategies with focus on selling flagship products to win new business and defend existing business.
- Develop excellent customer relationship with end users, procurement personnel & decision makers, to understand customer's needs and educate customers on competitive conversion through benefit selling, total technical support and proven performance experience.
- Ensure that all sales targets are met.
- Follow up on new leads and referrals resulting from field activity.
- Follow up on collection of payments.
- Monitor or coordinate the delivery of sales orders and services.
- Identify and resolve client concerns. Work with DLE to Conduct basic on-site troubleshooting to identify the root cause of customer lubricant related problem.
- Maintain professional contact with all customers to ensure and upkeep high levels of customer satisfaction.
- Keep abreast of competitive activity and acquire competitive information on accounts.
- Prepare a variety of status reports, including quarterly account plans, stakeholder mapping, call reports and L360 platform.
- Contributes to team effort by accomplishing any requests that Management may from time to time assign to the post, including Marketing events.
- Keep up to date in Knowledge of international, local and industry "best practice" with respect to all products and services provided by Rosco Procom Limited.

### ***PHYSICAL REQUIREMENTS***

- Ability to lift and/ or move up to 10 lbs.
- Ability to drive for long periods.
- Ability to conduct customer visits Offshore – when required.

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