



Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Links Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:

Toll Free Phone: (866) 225-9067

Toll Free Fax: (877) 825-7564

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/20

Account Executive

Job ID	305639-en_US-9544	
Web Address	https://careers.indigenous.link/viewjob?jobname=305639-en_US-9544	
Company	Rogers	
Location	Winnipeg, MB	
Date Posted	From: 2024-04-26	To: 2050-01-01
Job	Type: Full-time	Category: Telecommunications

Description

We are committed to connecting Canadians through unique partnerships, our world-class network and content Canadians love and our innovative team is growing. We are looking for dedicated team members to join our Corporate team who have a genuine passion for making positive impacts on customers and the communities where we live and work. We have a variety of business units with exciting and meaningful work waiting for you, including Communications, HR, Legal and Corporate Affairs, Supply Chain, Finance, and Real Estate. If you are considering your next step, we have exciting opportunities waiting for you. Come build a rewarding career at Rogers and be a driving force behind our success

story!

Who we're looking for:

We are looking for a seasoned Account Executive to join our sales team in Winnipeg Manitoba.

What you'll do:

Responsible for growing and managing the business within a defined base of existing verticals such as Long Term Care, Universities, Colleges, Condos, Stratas, Rental MDUs, Executive Suites

style="vertical-align:baseline">
style="color:black">Focus on maintaining relationships with current bulk base and
renewing contracts as they reach maturity
</p>
class="paragraph"><p>
style="vertical-align:baseline">
style="color:black">Ability to manage multiple product portfolios, demonstrate
continued growth and ability to cross
sell</p>
class="paragraph"><p>
style="vertical-align:baseline">
style="color:black">Meet and exceed annual sales quota requirements that include
Renewal Units, New Bulk &MRR</p>
class="paragraph"><p>
style="vertical-align:baseline">
style="color:black">Act as the single point of contact selling & servicing an
integrated suite of Rogers Connected Home (Bulk Internet, Access Agreements, Marketing
Agreements) </p>
class="paragraph"><p>
style="vertical-align:baseline">
style="color:black">Must be a strong team player and ability to work within a
&team selling&
environment</p>
class="paragraph"><p>
style="vertical-align:baseline">
style="color:black">Large focus on building relationships with business owners,
C-level Executives, and key stakeholders within all assigned accounts &
projects</p>
class="paragraph"><p>
style="vertical-align:baseline">
style="color:black">Must have strong communication skills with business acumen to
maintain conversations about client strategy, challenges, strategic imperatives and asset
management</p>
class="paragraph"><p>
style="vertical-align:baseline">
style="color:black">Demonstrated knowledge of modern selling techniques and virtual
account management
skills</p>
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style="color:black">High quantity of in person meetings are required to support this
role& up to 50% of the role in the field is required to exceed KPIs
</p>

Partner with key internal stakeholders to develop customized value propositions where needed

Responsible for creating and generating customer pricing quotes, RFP's, Connected Home & Rogers Business proposals, and quarterback internal business case reviews for required governance approvals

Responsible for pro-active understanding the following: forecasting, account planning, competitive intelligence, industry trends, executive briefing, expense management, and various administrative responsibilities

when required.

What you will bring:

University degree or equivalent expertise

5 to 10 years sales experience in Mid-Market / Strategic Segments with preference of selling experience to major accounts

Must be trustworthy, have strong Business Acumen, likeable & customer focused on helping customers solve problems & achieving their desired goals & outcomes

Selling telecom services would be considered an asset (Bulk, Wireless, IoT, Wireline, Data Centre + Cloud, Managed & Professional Services, Cloud based Phone

systems)#160;</p>
class="paragraph"><p>
style="vertical-align:baseline">
style="color:black"><Experience in Microsoft 365, Teams, PowerPoint, Excel, Word
& Salesforce
CRM#160;</p>
class="paragraph"><p>
style="vertical-align:baseline">
style="color:black"><Seasoned communicator both verbally &
written#160;</p>
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style="color:black"><Technology driven (understand market
trends)#160;</p>
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style="color:black"><Proven interpersonal
skills#160;</p>
class="paragraph"><p>
style="vertical-align:baseline">
style="color:black"><Proven aptitude for implementing sales
strategies#160;</p>
class="paragraph"><p>
style="vertical-align:baseline">
style="color:black"><Be self-motivated, results orientated & accountable for
the development of new
business#160;</p>
class="paragraph"><p>
style="vertical-align:baseline">
style="color:black"><Positive team member and
contributor#160;</p>
class="paragraph"><p>
style="vertical-align:baseline">
style="color:black"><Proven funnel management
experience#160;</p>
class="paragraph"><p>
style="vertical-align:baseline">
style="color:black"><Experienced presenting to Executives
(Internal/External)  #160;</p>
</p> class="paragraph"><p></p>
style="text-indent:-0.5pt">
style="color:black">What's in it for you#160;
</p> style="text-indent:-0.5pt">
style="color:black"><We believe in investing in our people and helping them reach their

potential as valuable members of our team. As part of our team, you'll have access to a wide range of incredible resources, growth opportunities, discounts, and perks, including:

- Competitive salary & annual bonus
- Competitive & flexible health and dental benefits, pension plan, RRSP, TFSA, and Stock matching programs.
- Discounts: Enjoy up to 50% off Rogers Services and Blue Jays Tickets, 25% off TSC items, and a 20% discount on all wireless accessories sold in Rogers stores.
- Paid time off for volunteering
- Company matching contributions to charities you support
- Growth & Development Opportunities
- Self-driven career development programs (E.g. MyPath program)
- Rogers First: priority in applying to internal roles of interest
- Wellness Programs
- Homewood employee & family assistance program
- Cognitive Behavioural Therapy (CBT) & Virtual therapy sessions
- Low or no-cost fitness membership with access to virtual classes
- Our commitment to the environment and diversity

Work for an organization committed to environmental protection

Strong commitment to diversity and inclusion with employee resource groups supporting equity-deserving groups including groups representing People of Colour, 2SLGBTQIA+, Indigenous Peoples, Persons with Disabilities and Women. We all bring something different, and we know what makes us different makes us great.

This is a hybrid work position and will require you to be in office three days per week. You can choose which days in office work best for you!

If you are selected to move forward in the recruitment process, here is what you can expect:

- 15-minute phone screen with your recruiter, a virtual interview with Hiring Manager and a final round virtual interview with Director of the team.

Best of luck!

Schedule: Full time

Shift: Day

Length of Contract: Not Applicable (Regular

