



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:

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/12/07

Business Sales Consultant - Requisition ID: 305960

Job ID	09-7F-74-94-1C-E4	
Web Address	https://careers.indigenous.link/viewjob?jobname=09-7F-74-94-1C-E4	
Company	Rogers	
Location	Vancouver , British Columbia	
Date Posted	From: 2024-07-30	To: 2025-01-26
Job	Type: Full-time	Category: Miscellaneous
Job Start Date	As soon as possible	
Languages	English	

Description

As a Business Sales Consultant, you'll be responsible for driving sales of our services to small and medium businesses within the region you live.

You will be a trusted partner for local business owners, helping them understand how technology can improve their operations and transform the way they connect with their customers.

What you'll do:

Prospect and sell our full suite of products to small and medium businesses.

Establish and maintain strong, positive relationships with Business owners, managers and/or IT decision makers through personal contact and outstanding customer service.

Identify and analyze our clients' business requirements, propose potential solutions, negotiate and close new business revenue.

Consistently meet or exceed assigned sales objectives for Rogers Business services both contracted and uncontracted.

Provide weekly and monthly sales commitments that accurately reflect all opportunities.

Promote Rogers in a positive and professional manner.

Perform various other duties as required.

What you'll bring:

A strong skill set in cold calling, door knocking and prospecting for new business.

Proven experience in face-to-face customer meetings, with the ability to conduct presentations and effectively manage meetings.

B2B selling experience within the SMB market with an emphasis in telecommunications and/or other technical related fields.

Excellent time management skills - with the ability to manage multiple competing priorities to meet sales targets and quotas.

Strong digital literacy, including Microsoft Office and Excel.

Must have your own vehicle and a valid driver's license.

Telecommunications experience will be considered a significant asset.

Post-secondary education in business administration, commerce or related technical field is an

asset.

Who you are:

Maintains effective work habits (prioritize, plan, and manage work) to produce high quality results, and project a professional presence.

Articulates their thoughts effectively and clearly.

Able to work independently in an entrepreneurial environment, and is driven, self-motivated, and results oriented.

A positive "can do" demeanor and customer focused approach that will enable you to deal with challenging situations embodying ethical sales practices, namely integrity, empathy and sincerity.

Has a growth mindset - strives for continual development, and views challenges as learning opportunities.

What's in it for you

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 base pay with uncapped commissions.

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!â€‹

How to Apply

Click 'Apply Now'