



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: 2024/07/19

Contract Manager

Job ID	301459-en_US-3297	
Web Address	https://careers.indigenous.link/viewjob?jobname=301459-en_US-3297	
Company	Rogers	
Location	Montreal, QC	
Date Posted	From: 2024-01-29	To: 2050-01-01
Job	Type: Full-time	Category: Telecommunications

Description

Our company was built on the dream of a pioneering entrepreneur, and that spirit continues to empower our work with businesses across Canada today. The Rogers Business team helps organizations of all sizes adapt, scale, and win with network services and other innovative technology solutions that are reliable, secure, and scalable. These solutions are built to allow businesses to operate more efficiently, reduce costs and improve productivity and collaboration. We are looking for team members who have a passion for delivering industry-leading value to customers and businesses in the communities where we live and work, so come build a rewarding career at Rogers and be a driving force behind our success story!

The Rogers Communications Contract Management team is looking for a dynamic bilingual individual to join our team of contract professionals that support contracting for our business customers and subcontractors. Reporting to the Director of Contracts & Deal Governance, the Contracts Manager will be responsible to support Rogers For Business' Sales contractual activities at various steps of the sales process. Such contract support will include both customer contracts and vendor contracts, with a specific focus on complex accounts and contracts.

What you will be doing:

- Work with product, sales solutions and legal teams to help draft and negotiate various complex transactions involving Rogers' business customers and subcontractors
- Recommend optimal contractual strategy and negotiation approach for complex deals
- Act as a liaison and focal point between legal and business teams to ensure risks identified by legal are understood, dispositioned and/or approved adequately by the business leadership
- Participate actively in contract related discussions with Customers and Vendors by explaining Rogers contractual terms, relaying internally Customer's or Vendor's legitimate concerns and making recommendations to leadership/relevant approvers of potential way forward with the best risk/opportunity balance
- In collaboration with other departments, Create customer-facing and subcontractor-facing Statement Of Works (SOW) for third party resale solutions to ensure scope, deliverables and pricing are well understood and consistent between the vendors and the customer SOWs
- Draft, with input from Product and Legal teams, agreement templates for new product launches
- Review RFPs and assist Bid Management team and Sales RFP's evaluation and response
- Working with internal Rogers' teams to ensure that all

contractual deliverables are understood

- Proactively identify process or other improvement opportunities and be a change management champion as it relates to the Contracting strategy and practices of Rogers
- Develop and build trusted relationships with internal and external clients, legal teams, vendor management offices and other key stakeholders
- Develop KPIs to measure contract performance and compliance
- Provide reporting and presentations to senior management on contract performance status and related issues
- Track and prioritize the escalation and resolution of all contract related risks and issues in a timely manner
- Assist with special projects as requested

What you will bring:

- Bilingual fluency in French and English (written and oral) is necessary for this role
- Undergraduate degree in a technology and/or business field. Master's degree or Legal degree preferred. Solid understanding of legal terms and conditions required
- 7+ years contractual experience (including complex contractual transactions), preferably in the telecommunications or IT industry
- 5+ years in SOW writing and editing will be considered an asset
- 7+ years experience negotiating and working with customer and vendor contracts
- Experience working in a B2B market is preferred
- Experience reviewing and responding to RFPs preferred
- Experience dealing with Public Sector an asset
- Ability to thrive in a fast-paced environment with minimal direction
- Strong prioritization and multitasking skills are required
- Strong business and legal acumen
- Strong oral communications and interpersonal skills
- Problem solving and critical thinking skills, along with an ability to manage problems logically and creatively to achieve the end goal

What's in it for you:

We believe in investing in our people and helping them reach their potential as valuable members of our winning team. As part of our team, you'll have access to a wide range of incredible resources, growth opportunities, discounts, and perks, including:

- This position offers a competitive salary, performance-based bonus and performance-based salary review
- Competitive & flexible health and dental benefits, pension plan, RRSP, TFSA and Stock matching programs
- 50% off in-market Rogers

services & Blue Jays tickets, 25% off Today's Shopping Choice items, 20% discount on all wireless accessories
150 first-year entrance scholarships of \$2,500 available for eligible employees and their dependents starting post-secondary studies in the Fall
Paid time off for volunteering
Company matching contributions to charities you support
Growth & Development: Expand your skill set and participate in mentorship and leadership development programs
My Path: self-driven career development program & job shadowing
Rogers First: priority in applying to internal roles of interest
Wellness: Homewood employee & family assistance program
Cognitive Behavioural Therapy (CBT) & Virtual therapy sessions
Discounted fitness membership
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.

Schedule: Full time
Shift: Day
Length of Contract: Not Applicable (Regular Position)
Work Location: 800, Gauchetiere O, Bureau 4000-Place Bonaventure - Montreal(182), Montreal, QC
Travel Requirements: Up to 10%
Posting Category/Function: Sales & Account Support
Requisition ID: 301459

At Rogers, we believe the key to a strong business, is a diverse workforce where equity and inclusion are core to making everyone feel like they belong. We do this by embracing our diversity, celebrating our different perspectives, and working towards creating environments that empower our people to bring their whole selves to work. Everyone who applies for a job will be considered. We recognize the business value in creating a workplace where each team member has the tools to reach their full potential by removing any barriers for equal participation. We work with our candidates who are experiencing a disability throughout the recruitment process to ensure that they have what they need to be at their best. Please reach out to our recruiters and hiring managers to begin a conversation about how we can ensure that you deliver your best work. You matter to us! For any questions, please visit the https://performancemanager4.successfactors.com/doc/custom/RCI/Recruitment_Process-FAQ-EN.pdf
Recruitment Process FAQ.
Successful candidates will be required to complete a background check as part of the hiring process.
Posting Notes: Corporate

For more information, visit Rogers for Contract Manager