



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: 2024/06/30

Territory Sales Specialist - Residential Direct

Job ID	310193-en_US-4736	
Web Address	https://careers.indigenous.link/viewjob?jobname=310193-en_US-4736	
Company	Rogers	
Location	Mississauga, ON	
Date Posted	From: 2024-05-15	To: 2050-01-01
Job	Type: Full-time	Category: Telecommunications

Description

Our dedicated specialists are proud to offer our customers seamless and simple technology that fits into any lifestyle. Our fibre network supports millions of customers with high-speed Internet, TV, and Smart Home Monitoring to keep Canadians connected to the people and things that matter most. We know that our customers rely on us to provide them reliable connectivity, that is why we have made a commitment to providing the fastest and most consistent network in the areas we serve.

We are growing our Field Sales team and are looking for team members that are customer focussed and committed to delivering impact in everything they do. Come play a key role in building the future of innovation in Canada.

Join the Rogers Door-to-Door Sales Team: Be the Face of Connection!

We are excited to deliver best in class customer experiences and seeking passionate individuals who can connect with our customers in the field and champion Rogers services through door-to-door sales in the Greater Toronto Area.

What's in it for you? We're all about investing in our team members, offering fantastic benefits and perks, such as:

- Uncapped Earning Potential
- Receive a competitive base pay, commissions, and a vehicle allowance
- Top performers can rake in six figures!
- Wealth Accumulation
- Benefit from a great pension plan, Registered Retirement Savings Plan (RRSP), Tax-Free Savings Account (TFSA), and company matched share purchase program options
- Enjoy the Perks
- Employee discounts that can offer up to 50% off our Rogers & Fido products and services
- Health
- Quick access to one of the best flex health & dental benefits, Parental Leave & Top Up, Mental Health and Support benefits- 100% coverage, Employee and Family Assistance Program benefits
- Healthcare from Home
- Connect with healthcare professionals through a virtual walk-in clinic
- Stay Fit
- No-cost fitness membership with access to virtual classes
- Giving Back
- Rogers Gives Together is our company's employee giving and volunteer program which offers choice, flexibility, and opportunities for our teams to give back where we live, work and play
- Learn and Grow
- We invest in our people to unleash their potential so we can win as a team
- We are committed to developing our teams and staying ahead of the trends through in-person training, virtual courses, mentorship, coaching and collaboration.
- Commitment to Diversity
- We all bring something different, and we know what makes us different makes us great. We have a strong commitment to diversity and inclusion with employee resource groups supporting equity-deserving groups including groups representing People of Colour, 2SLGBTQ+, Indigenous Peoples, Persons with Disabilities and Women.

Your Adventure Awaits- What You Will Do

On-the-Go Sales

Sell a fantastic range of products, including Wireless, Cable, Hi-Speed Internet, Home Phone,

directly to customers at their homes.

- Sales Dynamo: Act on provided leads and spark new residential sales in your territory.
- Face of Rogers: Represent Rogers with pride, both in the field, at special events and to follow up on customer inquiries.
- Market Specialist: Share your insights on market trends to help us fine-tune our sales strategies
- Customer Connection: Build friendly and professional relationships with customers, ensuring their post-sales questions are promptly answered.
- Employee Commitment: Conduct business in line with the Rogers Business Code of Conduct with safety as a top priority.

What You Bring:

- Sales Star Power: Proven ability to thrive in a sales environment, working independently to achieve strategic goals.
- Motivated Mojo: High motivation, excellent interpersonal, communication (both verbal and written), and presentation skills.
- Solution Focus: Negotiation skills with the ability to handle objections with style.
- Flexible Schedule: Availability to work flexible hours, including days, evenings, weekends, and holidays to meet customer needs.
- Weather Ready: Comfortable working in various weather conditions.
- On-the-Road Ready: Must have a valid driver's license and a reliable vehicle for daily use.

As part of our recruitment process, candidates will need to complete and successfully pass a criminal background check and driver's abstract. Apply now and embark on this exciting adventure together!

Schedule: [[req_RogersFullPartTime]]
Shift: Flex Time
Length of Contract: Not Applicable (Regular Position)
Work Location: 857 York Mills Rd. (055), North York, ON
Travel Requirements: Up to 75%
Posting Category/Function: Sales & Door-to-door
Requisition ID: 310193

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: Customer Experience

For more information, visit Rogers for Territory Sales Specialist - Residential Direct