



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

L9 P23 R4074 HWY 596 - Box 109

Keewatin, ON P0X 1C0

Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/06/30

Territory Sales Specialist - (Calgary)

Job ID	311753-en_US-6599	
Web Address	https://careers.indigenous.link/viewjob?jobname=311753-en_US-6599	
Company	Rogers	
Location	Edmonton, AB	
Date Posted	From: 2024-06-14	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 Our Vibrant Team in Calgary. Get set to build relationships, boost sales, and make a difference as the face of Rogers. If you love generating leads, building strong connections within the community while championing Rogers products and services. We are excited to deliver best in class customer experiences and seeking individuals who can connect with our customers in the field and champion Rogers services.

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

- Uncapped Earning Potential: Receive a competitive base pay, commissions, and a vehicle allowance; our top performers can earn up to 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 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. 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.

What You Will Do: Customer Experience: Elevate the customer experience and offer tailored solutions through building friendly and professional connections.

Building Client Relationships: Face-to-face at the door, cultivate positive relationships with property managers and leasing staff, ensuring Rogers remains the go-to brand for prospective

tenants and residents.

- On-the-Go Sales: Sell a fantastic range of products, including Cable, Hi-Speed Internet, Home Phone and wireless, directly to customers via door to door and marketing event-based activity.
- Advise & Consult: Be the go-to advisor, applying a consultative approach to offering customized Rogers solutions to our customers.
- Brand Experience: Organize exciting marketing events and selling programs through face-to-face or virtual interactions.
- Market Assessment: Share your insights on market trends to help fine-tune sales strategies.

What you bring:

- Interpersonal & Communication Skills: Ability to build rapport and establish connections with customers, clients and team members through clear and effective verbal and written communication.
- Sales motivation: Ability to thrive in a revenue driven environment, overcome objections and work independently to achieve strategic sales goals.
- Customer Focus: Demonstrated commitment to understanding and meeting customer needs.
- Solution Focus: Negotiation skills with the ability to handle customer objections.
- Time Management: Experience managing schedules and booking client meetings.
- Flexible Schedule: To better serve our customers, you have availability to work flexible hours, including days, evenings, weekends, and holidays.
- Weather Ready: You are comfortable working in various seasonal weather conditions and hold a valid Canadian driver's license and a reliable vehicle for daily use.

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

Schedule: Full Time
Shift: Flex Time
Length of Contract: Not Applicable (Regular Position)
Work Location: 2723 - 37th Avenue NE (142), Calgary, AB
Travel Requirements: Up to 75%
Posting Category/Function: Sales & Door-to-door

Requisition ID: 311753; #LI-RO1

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 - (Calgary)