



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

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Solution Specialist

Job ID	312971-en_US-3442	
Web Address	https://careers.indigenous.link/viewjob?jobname=312971-en_US-3442	
Company	Rogers	
Location	Brampton, ON	
Date Posted	From: 2024-07-24	To: 2050-01-01
Job	Type: Full-time	Category: Telecommunications

Description

At Rogers, we are committed to connecting Canadians through unique partnerships, our world-class network and content Canadians love. Every day we wake up with one purpose in mind. To bring loved ones together from across the globe. To connect people to each other and the world around them. To help an entrepreneur realize their dream. A sports fan celebrate a special moment. Because we believe connections unite us and moments define us. Come build a rewarding career at Rogers and be a driving force behind our success story! At Rogers, we support and encourage employees to find long-term success and explore opportunities that play to their individual strengths and passions. We value lateral moves as much as vertical promotions; we believe all roles should develop your skills, broaden your experience, and help you build a rewarding career at Rogers. In this exciting opportunity, the Network and Collaboration Solutions Specialist will be responsible for delivering results by building integrated customized solutions for clients in the commercial and enterprise space using standard products. The Specialist will effectively position Rogers and present a strong value proposition for both network and collaboration solutions, with a focus on Contact Centre solutions, Microsoft offerings, and managed services. What you'll do: Achieve defined sales objectives for next-generation products, including: Rogers Unison and Contact Centre solutions; Microsoft Office 365 and related Microsoft solutions; Network Internet, Ethernet, Private networks, IP voice, and MPLS; Managed services; Professional Services; Qualify opportunities identified by Account Executives (AE) in line with Rogers' long-term growth strategy; Work strategically with AEs, leveraging your knowledge to promote and win business in competitive situations; Create and execute Territory Plans with specific coverage initiatives to achieve defined KPIs; Develop innovative proposals and deliver strategic sales presentations; Initiate and manage migration plans for customers transitioning to Rogers' next-generation services; Establish productive relationships with key personnel in accounts, especially at the executive decision-making level; Clearly communicate solution value and differentiate Rogers against competitors; Participate in discovery meetings, reviewing customers' technical requirements using a consultative approach; Collaborate with AEs and Solution Engineering to propose, design, price, and close qualified opportunities; Ensure all opportunities and processes are tracked through Rogers CRM (Salesforce.com); Negotiate pricing to ensure profitable margins, following escalation processes for non-standard pricing; Manage the transition of ownership back to the Account Executive post-project implementation; Review major deliverables to ensure quality standards and client expectations are met; 7+ years of experience in selling Unified Communications Solutions and Enterprise Grade Networks; Consistent sales overachiever with a strong track record in multiple segments and verticals; Strong technical background in: Telephony (including Cisco, Avaya, and Mitel solutions); Network and Carrier services; Network and Data Centre technologies; Microsoft solutions, especially Office 365 and related products; Contact Centre technologies and solutions; Managed services offerings; Ability to integrate

standard product offerings to create customized client solutions

- Certifications in Unified Communications Solutions preferred
- Proven ability to develop and foster senior-level relationships
- Excellent presentation, negotiation, contract, and organizational skills
- Superior skillset for C-Level presentations and negotiation
- Comfortable working in a fast-paced, changing industry
- Strong understanding of VoIP deployments and related network requirements

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 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, 1-hour virtual interview with Hiring Manager, 30-minute final round virtual interview with Director of the team. Best of luck!

As part of the recruitment process, the selected candidate will be required to complete a background check which includes credit and criminal checks.

Schedule: Full time

Shift: Day

Length of Contract: No Selection

Work Location: 8200 Dixie Rd (341), Brampton, ON

Travel Requirements: Up to 25%

Posting Category/Function: Sales & Account Support

Requisition ID: 312971

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: Rogers Business || Canada (CA) || ON || Brampton ||

For more information, visit Rogers for Solution Specialist