



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.Link's 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: 2024/05/04

Inside Sales Representative, Bell Mobility

Job ID	208577-en_US-9388	
Web Address	https://careers.indigenous.link/viewjob?jobname=208577-en_US-9388	
Company	Bell	
Location	Mississauga, ON	
Date Posted	From: 2018-08-20	To: 2050-01-01
Job	Type: Full-time	Category: Miscellaneous

Description

Req Id: 208577; Bell is a truly Canadian company with over 138 years of success. We are defined by the passion of our team members and their belief in our company's vast potential. To ensure we continue to be recognized as Canada's leading communications company, we're committed to finding and developing the next generation of leaders. This means creating best-in-class career and development opportunities for our employees. If you're passionate, driven and find yourself seeking interesting work, new challenges and continuous learning opportunities, then we want you to join our team. The Bell Mobility team offers a full range of wireless products and services for residential and business customers, including the largest selection of superphones on the fastest and most advanced network technology. Are you recognized for your abilities to influence, negotiate and persuade? Your professionalism and your attitude bring credibility to your business relations. The targets stimulate you and inspire you to go above and beyond.

If you are looking to join a team of highly motivated, skilled and empowered sales professionals then you want to be part of Bell Mobility's National Small Business Sales Organization. This team is valuable and a growing part of the company's transformation. As part of the team you will be trained and coached to market yourself, deliver value added solutions and become in control of your financial success. You will be welcomed into a supportive and integral environment of sales with operations and management partners who are focused and driven to reach stretch targets and maximize on incentives and recognition. The Small Business Organization is also the farm team for other corporate sales inside and outside sales career opportunities. The role: This is a great opportunity for a sales professional to be part of one of the strongest sales teams within the company. Backed by one of Canada's most iconic brands and an elite line of products and services you will be equipped to seek and prospect new sales accounts. The team is seeking individuals who are hunters by nature, results oriented, people who thrive in a dynamic fast-paced environment and have past success improving revenue, churn, productivity and quality results. Reporting directly to the Sales Manager, you will be a key player of the sales team, accountable for prospecting new business relationships. Key responsibilities:

- Making outbound calls to increase Bell mobility customer base
- The opportunity to manage the relationships of key strategic b2b accounts
- Proactively participate in the up-selling and raising awareness of various Bell products and services
- Generate new business through prospecting
- Bring back customers from the competition

This is what's in it for you:

- Benefits: immediately upon hire (including discounted Bell products and services)
- All expenses paid travel to Montreal for a BEST in Class Training! Bell will elevate you to be the BEST sales person possible
- Location: Head office is located at 5099 Creekbank Road, Mississauga
- Schedule: availability required from Monday to Friday from 9:00am to 5:00 pm
- You'll be eligible to participate in an annual Top Performer sales contest for trips to exotic destinations
- Defined career path into senior sales roles within Bell
- 3 week paid training
- Work schedule might be changing depending on business needs
- 45% annual bonus based on performance (paid monthly)
- Possibility of reaching different salary scales based on performance
- Training programs/workshops offered
- Bell's share purchase plan

You are sold aren't you Now it's time to sell us!

Preferred Skills:

- Sales experience (2 years minimum - B2B preferred)
- Instinctively comfortable with prospecting new business through research and networking
- Possess an insatiable desire to sell to the client based on value as opposed to price
- Highly customer centric
- Exceptional telephone etiquette
- High motivation and strong desire to succeed
- Ability to adapt to dynamic and changing market conditions
- Strong verbal and written skills
- Strong grasp of MS Office and general PC proficiency
- Knowledge of Salesforce tool, an asset
- Knowledge, understanding and demonstrated use of sales concepts

Working Conditions:

- Must be available to start working on September 10, 2018

•Bilingualism is an asset (English and French)•Additional Information:Position Type: Non Management

Job Location: Canada : Ontario : Mississauga

Application Deadline: 08/23/2018

•Please apply directly online to be considered for this role.• Applications through email will not be accepted.•Bell is committed to fostering an inclusive, equitable, and accessible environment where all employees and customers feel valued, respected, and supported. We are dedicated to building a workforce that reflects the diversity of the communities in which we live and serve, and where every team member has the opportunity to reach their full potential.•Created: Canada,•ON, Mississauga

Pour plus d'informations, visitez Bell pour Inside Sales Representative, Bell Mobility