



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:
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Job Board Posting



Careers.Indigenous.Link

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Inside Account Executive

Job ID	216228-en_US-3141	
Web Address	https://careers.indigenous.link/viewjob?jobname=216228-en_US-3141	
Company	Rogers	
Location	Brampton, ON	
Date Posted	From: 2021-02-25	To: 2050-01-01
Job	Type: Full-time	Category: Telecommunications

Description

At Rogers, we connect Canadians to a world of possibilities and the memorable moments that matter most in their lives. 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, possibilities fuel us, and moments define us. As we grow our team, the well-being of our team members remains our top priority. To ensure the health and safety of our team members, including those in the recruitment process, our team members are working from home, and are equipped to do so safely and efficiently.

Rogers Communications in Brampton, is seeking experienced Inside Account Executives who will be responsible for sales and account management in the SMB/Mid-Market Segment (10 to 149 employees) across Canada. Successful candidates will be assigned to a regional territory with a vertical account list; where they will identify and sell business solutions including wireless, wireline, unified communications, data centre, security and Internet of Things.

As one of Canada's top 100 employers, working at Rogers is a rewarding career. We deliver a robust suite of innovative and advanced Business Solutions to our clients. In this role you can experience a sales career like never before with continuous professional development and recognition, industry knowledge, and excellent earning potential as a high performing individual.

What you'll be doing:

- Revenue accountability for an existing base of accounts within a specific region and vertical
- Increase product penetration and grow revenue across multiple product categories
- Conduct business reviews to collect client information, establish organizational needs, and propose outcome based solutions
- Execute on defined customer lifecycle management strategy
- Manage client interactions using technology such as Skype, phone, email, social selling, Salesforce applications and other unified communications
- Collaborate with Solutions Consultants, Partners and other direct Channels on new sales opportunities
- Build and conduct effective professional sales presentations
- Continuous development of sales competencies
- Stay current with new and emerging trends relating to industry, vertical and product knowledge
- Create, build and manage a sales pipeline in Salesforce through the various stages of the sales process
- Produce accurate sales forecasts

What you bring:

- Proven success as a top performing sales professional
- Post-secondary education in business or related discipline is preferred
- 3+ years of business sales experience; preferably within a Communications, Information or Technology organization
- Technical

background in Infrastructure services, with a background in Network and Data Centre technologies is an asset

Experience selling into targeted verticals is an asset

Working knowledge of CRM and tracking applications such as Salesforce

Intermediate experience with Microsoft Office (Word, PowerPoint, Excel)

Excellent active listening skills and Superb verbal and written communication skills

A passion for providing world class sales and service solutions

Enthusiastic, self-motivated and goal oriented

Willing to work flexible hours to meet changing business needs

Bilingualism is an asset (English and French)

Schedule: Full time

Length of Contract: Not Applicable (Regular Position)

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

Travel Requirements: Up to 10%

Posting Category/Function: Sales & Account Management

Requisition ID: 216228

Together, we make more possible, and these six shared values guide and define our work:

- Our people are at the heart of our success
- Our customers come first. They inspire everything we do
- We do what's right, each and every day
- We believe in the power of new ideas
- We work as one team, with one vision
- We give back to our communities and protect our environment

What makes us different makes us stronger. Rogers has a strong commitment to diversity and inclusion. 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. At Rogers, we value the insights and innovation that diverse teams bring to work. We work with our candidates with disabilities 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/RCI/Rogers+Inbox+FAQ+April+2019+----+UPDATED_\(002\).pdf](https://performancemanager4.successfactors.com/RCI/Rogers+Inbox+FAQ+April+2019+----+UPDATED_(002).pdf)

Posting Notes: Sales

For more information, visit Rogers for Inside Account Executive