



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: 2024/04/28

Account Executive

Job ID 217599-en_US-6200

Web Address

https://careers.indigenous.link/viewjob?jobname=217599-en_US-6200

Company Rogers

Location Hamilton, ON

Date Posted From: 2021-02-22 To: 2050-01-01

Job Type: Full-time Category: Telecommunications

Description

<p>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 temporarily working from home.</p><p>Account Executive New Residential Construction </p><p>This position is responsible for developing new relationships within the Greater Golden Horseshoe region. </p><p>By effectively partnering with homebuilders, the Account Executive is responsible to negotiate and secure servicing and marketing agreements to grow revenue in the connected home market. </p><p>What you will be doing:</p>New client acquisition and business developmentProspect and research new construction builder accounts (MDU/SFU) and projects in expansion areasSingle point of contact for builders and developersDevelop a professional brand based on credibility, accountability and exceptional customer service.Build rapport and trust with new construction builders in territoryNegotiate and secure access and marketing agreements for new construction projectsEnsure contractual obligations are metProvide insight to builders on the evolution of connected home technology, products and servicesOwn and troubleshoot client issues and provide solutions by working with key internal contacts to maintain integrity of business.Participate in activities associated with network expansion and build activitiesWork closely with network and field sales teams to ensure seamless transition of New Home construction accounts from construction phase to move-in phaseMaintain new home construction Industry knowledge and competitive landscape Continual updating and tracking of prospects and projects accurately Share your ideas by actively participating at regular meetings and fulfil required administrative duties to support your role.Attend key industry and community events<p>What we

are looking for:

- 3-5 years experience in a B2B/B2C sales and/or Account Management position
- Proven ability to use sales and customer service skills to build customer relationships
- Self motivated, results oriented and focussed on exceeding targets
- Good understanding of Rogers GPON technology and the new construction build process.
- In depth knowledge of Rogers cable footprint
- Funnel management experience.
- Ability to manage multiple projects at one time.
- Project management skillset will be an asset.
- Experienced presenter - Proficient in the use of Sales Force, PowerPoint & Excel
- Community knowledge and involvement will be an asset
- Excellent interpersonal, written and oral communication skills
- Post secondary education (Diploma/Degree)
- Ability to work in a fast-paced environment, under pressure and tight deadlines
- Knowledge of the residential construction industry
- Strong time management and organizational skills
- Valid Drivers licence, ability to travel and flexible work schedule to accommodate after hours events/meetings.

Schedule: Full time

Shift: Variable

Length of Contract: Not Applicable (Regular Position)

Work Location: 141 Hester Street (108), Hamilton, ON

Travel Requirements: Up to 50%

Posting Category/Function: Sales & New Business Development

Requisition ID: 217599

Together, we'll 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)

FAQ

Notes: Sales

For more information, visit [Rogers for Account Executive](#)