



# 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: 2024/05/05

## Account Manager, Rogers Preferred Program

<b>Job ID</b>	<b>241224-en_US-1396</b>	
<b>Web Address</b>	<a href="https://careers.indigenous.link/viewjob?jobname=241224-en_US-1396">https://careers.indigenous.link/viewjob?jobname=241224-en_US-1396</a>	
<b>Company</b>	Rogers	
<b>Location</b>	Burnaby, BC	
<b>Date Posted</b>	From: 2021-07-27	To: 2050-01-01
<b>Job</b>	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 temporarily working from home.

We are seeking an experienced professional who will be responsible for providing account management and sales coordination. Ideal candidates will enjoy the challenge of working in a fast-paced, ever-changing environment and have the ability to build relationships with multiple stakeholders.

Reporting to the Senior Manager, Rogers Preferred Program this position will be a Brand Ambassador for the Rogers Preferred Program (RPP), collaborating with Dealer channel stakeholders to achieve sales targets and KPIs.

**Responsibilities:**

- Manage an assigned account list of new and prospective RPP accounts
- Build relationships with key account contacts, Rogers For Business account executives, and dealers achieve RPP targets and deliver on priorities
- Assist in designing and developing promotions to achieve targeted market share and revenue within territory
- Train and coach Dealer's Associates on Systems, Tools, Promotions and Plans and highlight key differentiators to increase and/or maintain the Rogers Suite of Products for new and existing Rogers customers
- Timely customer issue resolution and response to Dealer's escalations/inquiries
- Analyze sales reports and territory sales breakdown by market/banner
- Gather and provide feedback on market insights and competitive intelligence
- Ensure Rogers products are properly represented
- Monitor inventory levels and report issues and recommendations to Management

**Qualifications:**

- Post-secondary education in a business-related discipline with between 3

and 5 years' experience in the Telecommunications Industry

Demonstrated technical competence with MS Office - Word, PowerPoint, Excel, Outlook, and other systems and office automation equipment

Excellent analytical, problem solving, planning, and organizational skills

Solid interpersonal, communication, and relationship-building skills

Ability to work independently and as a team member

Territory management experience is preferred

Ability to work effectively under pressure in a fast paced environment

Willingness to work flexible hours to meet changing deadlines

Must have own vehicle, drivers licence and clean drivers' abstract

**Schedule:** Full time

**Shift:** Day

**Length of Contract:** Not Applicable (Regular Position)

**Work Location:** 1600 - 4710 Kingsway (016), Burnaby, BC

**Travel Requirements:** Up to 75%

**Posting Category/Function:** Sales & Account Management

**Requisition ID:** 241224

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)

Rogers FAQ

**Posting Notes:** Corporate

For more information, visit Rogers for Account Manager, Rogers Preferred Program