



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

Date Printed: 2024/05/05

Client Account Specialist

Job ID	243429-en_US-2833
Web Address	https://careers.indigenous.link/viewjob?jobname=243429-en_US-2833
Company	Rogers
Location	Markham, ON
Date Posted	From: 2021-07-27 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.

We are seeking an Client Account Specialist to join our Field Sales Team. Through excellent sales, customer service and presentation skills, the Client Account Specialist maximizes the potential revenues by acquiring new customers, as well as upgrading and growing existing customer accounts.

As a Client Account Specialist, your duties include:

- Meeting or exceeding sales targets for Cable, Rogers Hi Speed Internet, Rogers Home Phone and Smart Home Monitoring by targeting residential customers.
- Leverage directed sales leads and identifying new sources of opportunities for sales in single family units (SFU's);
- by going door to door.
- Representing Rogers in the promotion and sales of select cable products in the field and at special events plus any customer follow-up from the sales process.
- Assisting in the development of strategies that minimize the competitive threat, retain existing customers and increase our revenues from these customers.
- Completing all training and certification programs as required.
- Obtain and provide local market intelligence and feedback to the Sales group.
- Learning and adhering to all applicable Health & Safety regulations, both legislatively mandated, and as outlined in Company policy.
- Acting as an ambassador of Rogers to our customers and provide them with superior world-class customer experience.

Qualifications:

- Core Competencies: Customer Focus; Teamwork; Communication; Accountability; Innovation.
- Proven sales experience with emphasis on customer service.
- Proven success in a relevant direct sales position is essential.
- Highly motivated individual with excellent interpersonal, communication (verbal and written) and presentation skills.
- Competitive product and technological knowledge of the telecommunication industry a definite asset.
- Available for evening and weekend work.
- Must have a valid driver's license and vehicle available.

Here is what we offer:

- An attractive compensation package which includes base pay and an uncapped commission structure.
- Comprehensive benefit package from day 1.
- Monthly car allowance.
- Access to wealth-accumulation programs including RRSP, Pension and an Employee Share program.
- Full training on Rogers products and services as well as job shadowing to prepare you for success.
- An open-door culture rooted by clear communication and feedback.
- Sales and technology tools including Smartphone, iPad, Laptop and branded clothing.
- Internal growth opportunities.

Schedule: Full time

Shift:

Variable:

Length of Contract: Not Applicable (Regular Position)

Work Location: 857 York Mills Road (857), North York, ON

Travel Requirements: Up to 75%

Posting Category/Function: Sales &

Door-to-door:

Requisition ID:

243429

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: Sales & Marketing

For more information, visit Rogers for Client Account Specialist