



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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Solution Architect - IoT

Job ID	250828-en_US-7180		
Web Address	https://careers.indigenous.link/viewjob?jobname=250828-en_US-7180		
Company	Rogers		
Location	Toronto, ON		
Date Posted	From: 2021-10-15	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.

Rogers is seeking an IoT Solutions Architect; Wireless, responsible for medium, large, and public sector clients. Reporting to the Senior Manager Customer Solutions, the IoT Solutions Architect will be responsible for identifying, evaluating, designing and presenting wireless data deployments (cellular and wifi), often as a part of a broader solution-selling opportunity. Possessing an extensive technology background, the successful candidate will be seen as a subject matter expert and will have a strong understanding of all aspects of wireless solutions & IP applications as they relate to client & business requirements and their integration into the customer's WAN & LAN environments. The IoT Solutions Architect will support direct sales channels and will act as the voice of the customer, facilitating the interworking between sales, product marketing & development, engineering, and other internal resources in support of a positive customer experience.

What you'll do:

- Stimulate activity and joint solution selling opportunities for Rogers direct sales channels to drive results for wireless data solutions in support of sales targets
- Interface with key decision makers (ranging from IT staff up to and including CIOs)
- Deliver solution presentations to a diverse customer audience
- Design differentiated wireless technical solutions that fit customer current and future requirements
- Advance solution specifications internally for product fulfillment
- Gain and maintain a deep understanding of product sets, disseminate to peers and Sales, and provide feedback into their evolution
- Assume the lead for technical responses on RFP, RFQ, and RFI documents

[illegible]

Job Description:

The successful candidate will have a minimum of five years' experience in sales or business development roles, preferably in the technology sector. They must possess excellent communication skills, both written and verbal, and demonstrate strong negotiation abilities. A proven track record of achieving sales targets and building new client relationships is essential.

Key Responsibilities:

- Identify and pursue new business opportunities through prospecting and networking.
- Develop and maintain long-term relationships with key clients and partners.
- Present products/services effectively to potential customers.
- Negotiate contracts and ensure timely completion of deals.
- Analyze market trends and competitor activities.

Qualifications:

- Bachelor's degree in Business Administration, Marketing, Sales, or related field.
- Minimum 5 years of relevant work experience.
- Strong interpersonal and presentation skills.
- Excellent organizational and time management capabilities.
- Advanced knowledge of Microsoft Office applications (Word, Excel, Visio).
- A valid driver's license and access to a personal vehicle are required.

EEO Statement:

We are an Equal Opportunity Employer. As a condition of hire, all new employees will be required to provide proof of vaccinations against COVID-19. Any request for an exception under Human Rights legislation must be supported by evidence to be considered by Rogers on a case-by-case basis.

Please click here to review conditions that may qualify for medical exemption to the COVID-19 vaccine.

Schedule: Full-time
Shift: Day
Length of Contract: Not Applicable (Regular Position)
Work Location: 333 Bloor Street East (908), Toronto, ON
Travel Requirements: Up to 50%
Posting Category/Function: Sales & Professional Services
Requisition ID: 250828

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 Rogers FAQ

Posting Notes: Corporate

For more information, visit [Rogers for Solution Architect - IoT](#)