



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: 2024/05/04

People Leader Manager

Job ID	250921-en_US-6716	
Web Address	https://careers.indigenous.link/viewjob?jobname=250921-en_US-6716	
Company	Rogers	
Location	Kitchener, ON	
Date Posted	From: 2021-10-18	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.

The People Leader Manager - Solution Sales - (Ontario) will direct and manage a Solutions and engineering team that is responsible for selling and cross selling to new and existing Rogers Dealer Business customers and promoting the benefit of the full suite of Rogers products and services. The incumbent will be responsible for the day to day coaching and managing of a Solutions team to overachieve quotas within a defined territory of business accounts.

What you'll be doing:

- Managing a team of 5-7 direct reports, including Sales Specialist and Engineering resources focusing on the Dealer segment in Ontario.
- Provide hands on, on-going coaching, leadership and support to the sales team to ensure monthly quotas are continuously met or exceeded.
- Provide sales management funnel guidance, and manage weekly sales reports to monitor sales activity and ensure quality performance.
- Join the team members for key client meetings to support the deal process and help drive sales.
- Accountable for sales planning, strategy development and plan implementation.
- Deliver on sales quotas while maintaining profitability and quality of product/service.
- Manage metrics associated with daily Rep activities and results.
- Supervise and motivate the Sales Team to obtain set objectives for account planning, customer education/customer prospecting and customer satisfaction.
- Act as a liaison with other departments to offer communication support to the Sales Reps.
- Responsible for full manager responsibilities including talent management, workforce planning, performance management, employee engagement etc.
- Develop sales employees to continuously improve their sales and account management skills.
- Manage the resolution of sensitive customer requests and issues where necessary.

What you bring:

- Minimum 10 years progressive sales experience, with 5 years business sales team management experience preferred.
- Bachelor degree in a business-related field or equivalent work experience.
- Experience in the Enterprise business market is essential.
- Proven sales funnel management experience.
- Driven, results oriented professional with a proven track record of meeting and exceeding targets.
- Demonstrated ability to coach, motivate and performance manage a team.
- Results oriented, with a proven ability to meet both short-term and long-term business objectives.
- Proven ability to develop, foster and maintain relationships with internal and external customers.
- Strong planning and organizational skills, with the ability to anticipate problems and opportunities, and execute sales strategies.
- Proven ability to communicate effectively in written and verbal form.
- Able to work independently to meet deadlines and achieve

goals. Access to a reliable vehicle and a valid provincial driver's license is a MUST (travel within the region up to 75%) The successful candidate will be a full-time employee of Rogers and will receive: Competitive remuneration package includes base pay and commission Medical and Dental benefits that begin on day 1 Discount on Rogers Communications services Access to Wealth-Accumulation Programs Smartphone for business use

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](https://performancemanager4.successfactors.com//RCI/Medical_Exemptions_to_Covid_19_Vaccination_EN.pdf) 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: 85 Grand Crest Place (031), Kitchener, ON
Travel Requirements: Up to 75%
Posting Category/Function: Sales & New Business Development
Requisition ID: 250921

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](https://performancemanager4.successfactors.com//RCI/Rogers_Recruitment_FAQ.pdf).

Posting Notes: Corporate

For more information, visit Rogers for People Leader Manager