



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:
Toll Free Phone: (866) 225-9067
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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/02

Solution Specialist

Job ID	253863-en_US-3508
Web Address	https://careers.indigenous.link/viewjob?jobname=253863-en_US-3508
Company	Rogers
Location	Toronto, ON
Date Posted	From: 2022-01-25 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. 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 working from home, and are equipped to do so safely and efficiently.

As an IoT Solution Specialist, you will own sales execution in your defined territory and proactively build key relationships within construction, service, property management, retail and manufacturing accounts. Your goal will be to increase Rogers presence by focusing on transformational IoT solutions that align and drive the client's core business objectives forward. Engage and work closely with extended team members: Sales Specialists, Solution Architects, Product Managers, Sales Managers, and others, in order deliver to required support and value for our clients. Negotiate contracts and agreements. Prepare proposals, presentations, quotations, contracts, and supporting documentation. Maintain regular discipline in contact coverage strategy for your territory, accurate forecasting and funnel development for your opportunities by utilizing tools such as Salesforce.com (SFDC). Build your Book of Business by prospecting new customers and growing current Rogers accounts. Optimize Maintain a quarterly mid-market territory plan to drive sales velocity, including a 30x60x90 day funnel and plan to achieve targets. Increase our B2B sales client base by IoT connectivity, telematics, smart building and smart city. Successfully achieve your quarterly sales targets.

What you will bring:

- University degree or equivalent expertise
- Experienced in dealing with C-Level executives in both large and medium sized corporations
- Strong background in consultative solution selling to senior executives
- Motivation and enthusiasm, curiosity, willingness to learn and stay ahead of the emerging technology
- Interest in technology and its ability to drive digital transformation within businesses
- Strong Business Acumen
- Seasoned Communicator
- Proven interpersonal skills
- Proven funnel management experience
- Experienced presenter

What you will do:

- You have demonstrated sales success with transformational solutions and have a proven track record establishing and growing a territory
- You have a minimum of 5-8 years of B2B solution sales success
- Client-centric Outlook: you have an amazing ability to identify the client's business challenges and demonstrate how Rogers can help with the solution
- You are a gifted collaborator, an effective closer, and you have a knack with the decision-makers
- Experience in construction, service, property management and manufacturing industries an asset

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: No Selection
Work Location: 333 Bloor Street East (012), Toronto, ON
Travel Requirements: Up to 50%
Posting Category/Function: Sales & Account Management
Requisition ID: 253863

Together, we 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 [FAQ](https://performancemanager4.successfactors.com/RCI/Rogers_Recruitment_FAQ.pdf).

Posting Notes: Corporate

For more information, visit Rogers for Solution Specialist

