



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: 2024/04/29

Account Executive

Job ID	267924-en_US-1745	
Web Address	https://careers.indigenous.link/viewjob?jobname=267924-en_US-1745	
Company	Rogers	
Location	Moncton, NB	
Date Posted	From: 2022-07-04	To: 2050-01-01
Job	Type: Full-time	Category: Telecommunications

Description

At Rogers, the entrepreneurial spirit is part of our DNA. Our Rogers Business teams help foster and grow the Canadian economy by supporting businesses of all sizes. From small to large-scale enterprises, our teams help deliver innovative technology, network services, and a suite of solutions to help them succeed. We offer Canada's largest and most reliable 5G network for our customers and are proud leaders in wireless private networking and IoT! We continuously expand and evolve our networks, invest in new technology capabilities, and invest in our people to serve our business customers and their communities.

Come play a key role in driving the future of business innovation in Canada. We are looking for team members with a passion for delivering industry-leading value to customers and supporting businesses in the communities where we live and work.

Are you up for the challenge? If so, consider the following opportunity:

This position is responsible for driving new business within an assigned Commercial Account base and prospect territory in the Moncton, NB area. By effectively partnering with clients, the Account Executive will provide effective business solutions through innovative and strategic planning.

What you'll do:

- Use innovative selling techniques and knowledge of the client to grow business within a base of prospect accounts leveraging the full suite of Rogers Wireless, Wireline and Data Centre products and services
- Initiate and build relationships with C-level and other key senior stakeholders within prospect accounts. Leverage any and all of Rogers assets and relationships to develop relationships and uncover business opportunities

services

skills

class="x" style="font-size:11.0pt;color:black" style="font-family:Calibri, sans-serif;font-size:10.5pt;font-family:Helvetica, sans-serif">Excellent presentation and communication

skills

class="x" style="font-size:11.0pt;color:black" style="font-family:Calibri, sans-serif;font-size:10.5pt;font-family:Helvetica, sans-serif">Strong account planning

skills

class="x" style="font-size:11.0pt;color:black" style="font-family:Calibri, sans-serif;font-size:10.5pt;font-family:Helvetica, sans-serif">An innovative thinker with skill in generating solutions that meet customer needs

class="x" style="font-size:11.0pt;color:black" style="font-family:Calibri, sans-serif;font-size:10.5pt;font-family:Helvetica, sans-serif">Self-starter with ability to adapt to a fast-paced, changing work environment

class="x" style="font-size:11.0pt;color:black" style="font-family:Calibri, sans-serif;font-size:10.5pt;font-family:Helvetica, sans-serif">Computer proficient in Microsoft Word, Excel, PowerPoint

class="x" style="font-size:11.0pt;color:black" style="font-family:Calibri, sans-serif;font-size:10.5pt;font-family:Helvetica, sans-serif">University Degree in Business Administration or a related field preferred

class="x" style="font-size:11.0pt;color:black" style="font-family:Calibri, sans-serif;font-size:10.5pt;font-family:Helvetica, sans-serif">Valid driver's license and access to a reliable vehicle is a must

class="x" style="font-size:11.0pt;color:black" style="font-family:Calibri, sans-serif;font-size:10.5pt;font-family:Helvetica, sans-serif">Comfortable with daily travel

class="x" style="font-size:11.0pt;color:black" style="font-family:Calibri, sans-serif;font-size:10.5pt;font-family:Helvetica, sans-serif">Schedule: Full time

class="x" style="font-size:11.0pt;color:black" style="font-family:Calibri, sans-serif;font-size:10.5pt;font-family:Helvetica, sans-serif">Shift: No Selection

class="x" style="font-size:11.0pt;color:black" style="font-family:Calibri, sans-serif;font-size:10.5pt;font-family:Helvetica, sans-serif">Length of Contract: No Selection

class="x" style="font-size:11.0pt;color:black" style="font-family:Calibri, sans-serif;font-size:10.5pt;font-family:Helvetica, sans-serif">Work Location: 70 Assomption Blvd (171), Moncton, NB

class="x" style="font-size:11.0pt;color:black" style="font-family:Calibri, sans-serif;font-size:10.5pt;font-family:Helvetica, sans-serif">Travel Requirements: Up to 50%

class="x" style="font-size:11.0pt;color:black" style="font-family:Calibri, sans-serif;font-size:10.5pt;font-family:Helvetica, sans-serif">Posting Category/Function: Sales & Account Management

class="x" style="font-size:11.0pt;color:black" style="font-family:Calibri, sans-serif;font-size:10.5pt;font-family:Helvetica, sans-serif">Requisition ID: 267924

class="x" style="font-size:11.0pt;color:black" style="font-family:Calibri, sans-serif;font-size:10.5pt;font-family:Helvetica, sans-serif">Together, we make more possible, and these six shared values guide and define our work:

class="x" style="font-size:11.0pt;color:black" style="font-family:Calibri, sans-serif;font-size:10.5pt;font-family:Helvetica, sans-serif">Our people are at the heart of our success

class="x" style="font-size:11.0pt;color:black" style="font-family:Calibri, sans-serif;font-size:10.5pt;font-family:Helvetica, sans-serif">Our customers come first. They inspire everything we do

class="x" style="font-size:11.0pt;color:black" style="font-family:Calibri, sans-serif;font-size:10.5pt;font-family:Helvetica, sans-serif">We do what's right, each and every day

class="x" style="font-size:11.0pt;color:black" style="font-family:Calibri, sans-serif;font-size:10.5pt;font-family:Helvetica, sans-serif">We believe in the power of new ideas

class="x" style="font-size:11.0pt;color:black" style="font-family:Calibri, sans-serif;font-size:10.5pt;font-family:Helvetica, sans-serif">We work as one team, with one vision

class="x" style="font-size:11.0pt;color:black" style="font-family:Calibri, sans-serif;font-size:10.5pt;font-family:Helvetica, sans-serif">We give back to our communities and protect our environment

class="x" style="font-size:11.0pt;color:black" style="font-family:Calibri, sans-serif;font-size:10.5pt;font-family:Helvetica, sans-serif">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: Sales & Marketing;

For more information, visit Rogers for Account Executive