



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

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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:

- 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.
- Develop extensive account and relationship growth strategies to gain insider status towards growing new business within prospect accounts.
- Partner with key internal stakeholders to develop a customized value proposition to meet needs of prospects and work within Rogers to overcome barriers to sale.
- Generate targeted, custom pricing proposals and quarterback internal business case process to ensure opportunities are fully considered by Rogers stakeholders at all levels.
- Meet and exceed assigned sales targets as well as key milestones in the account plan.
- Actively participate in regular sales meetings and demonstrate leadership by transferring key learning to the rest of the Commercial Segment Acquisition team.

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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_Recruitment_FAQ.pdf; Rogers FAQ; Posting Notes; Sales & Marketing;

For more information, visit Rogers for Account Executive