



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: 2024/04/28

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

<p>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.</p><p>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.</p><p>Are you up for the challenge? If so, consider the following opportunity:</p><p>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, theAccount Executive will provide effective business solutions through innovative and strategic planning.</p><p>What you'll do:</p>

sans-serif" style="font-size:10.5pt" style="font-family:'Helvetica', sans-serif" 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

li class="x" style="font-size:11.0pt" style="color:black" style="font-family:Calibri, sans-serif" style="font-size:10.5pt" style="font-family:'Helvetica', sans-serif" 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

li class="x" style="font-size:11.0pt" style="color:black" style="font-family:Calibri, sans-serif" style="font-size:10.5pt" style="font-family:'Helvetica', sans-serif" Develop extensive account and relationship growth strategies to gain insider status towards growing new business within prospect accounts

li class="x" style="font-size:11.0pt" style="color:black" style="font-family:Calibri, sans-serif" style="font-size:10.5pt" style="font-family:'Helvetica', sans-serif" 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

li class="x" style="font-size:11.0pt" style="color:black" style="font-family:Calibri, sans-serif" style="font-size:10.5pt" style="font-family:'Helvetica', sans-serif" Generate targeted, custom pricing proposals and quarterback internal business case process to ensure opportunities are fully considered by Rogers stakeholders at all levels

li class="x" style="font-size:11.0pt" style="color:black" style="font-family:Calibri, sans-serif" style="font-size:10.5pt" style="font-family:'Helvetica', sans-serif" Meet and exceed assigned sales targets as well and key milestones in the account plan

<li class="x"><Actively participate in regular sales meetings and demonstrate leadership by transferring key learning’s to the rest of the Commercial Segment Acquisition team<p class="x"></p><p class="x"><What you will bring:</p><li class="x"><Minimum 3 - 5 years experience in Wireless/Wireline/Data Centre and/or telecom industry, with proven success driving new business in the Medium to Large corporate accounts arena<li class="x"><Demonstrated ability to develop and grow c-suite and other senior level relationships within key clients<li class="x"><Proven track record of meeting and exceeding assigned quotas selling into prospect accounts<li class="x"><Solid understanding of

wireless, data and telecom products and services

skills

Excellent presentation and communication

Strong account planning

An innovative thinker with skill in generating solutions that meet customer needs

Self-starter with ability to adapt to a fast-paced, changing work environment

Computer proficient in Microsoft Word, Excel, PowerPoint

University Degree in Business Administration or a related field preferred

