



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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**INDIGENOUS
LINK** CAREERS

Date Printed: 2024/05/18

Retail Account Representative

Job ID	282430-en_US-5978		
Web Address	https://careers.indigenous.link/viewjob?jobname=282430-en_US-5978		
Company	Rogers		
Location	Montreal, QC		
Date Posted	From: 2024-04-22	To: 2050-01-01	
Job	Type: Full-time	Category: Telecommunications	

Description

Our branded retail team is at the heart of our success. We represent the welcoming spirit of our company. Our retail teams are outgoing and approachable individuals who understand how our products and services fit into everyday life, and we're excited to show customers how that technology can enhance and simplify their lives. We deliver a seamless experience, value expertise, dedication, and commitment to doing what's right for our customers needs, every time.

At Rogers, we believe in fostering an environment that inspires personal growth, building careers, and creating an inclusive future for everyone. If you're passionate about technology, enjoy connecting with people, and thrive in a supportive team environment, consider exploring the following opportunity!

We are looking for a Retail Account Representative

Responsibilities:

- Manage assigned store territory to execute on key priorities and metrics
- Build relationships with assigned store's sales reps and management to achieve quotas and deliver on priorities
- Assist in designing and developing promotions to achieve targeted market share and revenue within territory
- Train and coach Retailer's Associates on Systems, Tools, Promotions and Plans and highlight key differentiators to increase and/or maintain the Rogers Suite of Products Market Share for new and existing Rogers customers
- Work with Retailers to plan and organize exclusive Rogers and FIDO Weekend Events and onsite duty demo days
- Develop and execute Vendor Fairs/Off-Site Events/Community Events Brand Support and maximize market share
- Timely customer issue resolution and response to Retailer's escalations/inquiries
- Analyze sales reports and territory sales breakdown by market/banner

Assign targets and build plans with Retailers based on percentage of contribution

Gather and provide feedback on market insights and competitive intelligence for assigned territory

Ensure Rogers/FIDO/Chatr and residential cable products are properly represented (end-caps, functional demo's, current collateral, etc.)

Monitor inventory levels and report issues and recommendations to Management

Qualifications:

- Post-secondary education in a business-related discipline with between 3 and 5 years' experience in the Telecommunications Industry
- Demonstrated technical competence with MS Office - Word, PowerPoint, Excel, Outlook, and other systems and office automation equipment
- Excellent analytical, problem solving, planning, and organizational skills
- Solid interpersonal, communication, and relationship-building skills
- Ability to work independently and as a team member
- Territory management experience is preferred
- Ability to work effectively under pressure in a fast paced environment
- Willingness to work flexible hours to meet changing deadlines

Schedule: Full time

Shift: Variable

Length of Contract: Not Applicable (Regular Position)

Work Location: 800, Gauchetiere O, Bureau 4000-Place Bonaventure - Montreal(182), Montreal, QC

Travel Requirements: Up to 75%

Posting Category/Function: Sales & Account Management

Requisition ID: 282430

At Rogers, we believe the key to a strong business, is a diverse workforce where equity and inclusion are core to making everyone feel like they belong. We do this by embracing our diversity, celebrating our different perspectives, and working towards creating environments that empower our people to bring their whole selves to work. 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 by removing any barriers for equal participation. We work with our candidates who are experiencing a disability 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 https://performancemanager4.successfactors.com/doc/custom/RCI/Recruitment_Process-FAQ-EN.pdf, Recruitment Process FAQ.

Successful candidates will be required to complete a background check as part of the hiring process.

Posting Notes: Retail

For more information, visit [Rogers for Retail Account Representative](#)