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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Keewatin, ON P0X 1C0

Job Board Posting

Careers.Indigenous.Link

Date Printed: 2024/05/07

Territory Sales Specialist - Residential Direct

Job ID	**284449-en_US-7913**	
Web Address	https://careers.indigenous.link/viewjob?jobname=284449-en_US-7913	
Company	Rogers	
Location	St Johnaposs, NL	
Date Posted	From: 2023-03-30	To: 2050-01-01
Job	Type: Full-time	Category: Telecommunications

Description

<p>Our Connected Home team is proud to offer our customers seamless and simple technology that fits into any lifestyle. Our fibre network supports millions of customers with high-speed Internet, TV, and Smart Home Monitoring to keep Canadians connected to the people and things that matter most. We know that our customers rely on us to provide them reliable connectivity, that is why we have made a commitment to providing the fastest and most consistent network in the areas we serve. </p><p> </p><p>We are growing our Connected Home team and are looking for team members that are collaborative, digital-first, fast-moving, bold-thinking, and focused on delivering impact in everything they do. Come play a key role in building the future of innovation in Canada. </p><p>
Let’s make your possible at Rogers.</p><p> </p><p>Are you up for the challenge and the fun If so, consider the following opportunity:</p><p> </p><p>Rogers is expanding their services across Canada and we need YOU to help Canadians know about our services by bringing the message directly to their homes!</p><p> </p><p>You will be responsible for selling Rogers services to residential customers by going door to door within your designated territory, the St. John's/Mt Pearl, Newfoundland.</p><p>This position requires frequent travel to customer premises. You should expect to be available for travel 75% of the time.</p><p>Must have a valid driver’s license and reliable vehicle available.</p><p> </p><p>Primary Responsibilities:</p>
Selling the following products by going door to door to customer homes:
Wireless, Cable, Rogers Hi Speed Internet, Rogers Home Phone and Smart Home Monitoring
Action on provided sales leads and generate new residential sales in your territory
Represent Rogers in the promotion and sales of select cable products in the field and at special events plus any customer follow-up from the sales process. Provide feedback about changes in the marketplace that could impact our sales strategy
Build and maintain professional and friendly rapport with all customers, ensuring all post sales inquiries are addressed in a timely manner
Conduct all business as per Rogers Business Code of Conduct
Adhere to all applicable Health & Safety regulations as legislatively mandated and as outlined in the Company Policy
<p> </p><p>What We Offer:</p><p>We invest in our people to unleash their potential so we can win as a team! As part of the team, you will have access to a ton of amazing resources, discounts, and perks. To name a few:</p><p> </p>
$3000 guaranteed commission in the first month Base Pay and commissions plus a vehicle allowance – Top performers can make over six figures!
Health, Dental, and employee discounts that can offer up to 50 % off your products/services starting from day 1 Unlimited access to Headspace Premium for mindfulness training Access to a virtual walk in clinic to connect with Healthcare Professionals from home
LIVX – Fitness Membership to attend classes virtually Company matching contributions to charities you support
Paid time off for volunteering
Great benefits, pension plan, RRSP, TFSA and Wealth Accumulation Plan Leadership development, Mentorship and Coaching program <p> </p><p> </p><p>Qualifications:</p><p> </p>
Proven ability to thrive in a sales environment and ability to work

independently to achieve set goals within a strategic plan
Highly motivated individual with excellent interpersonal, communication (verbal and written) and presentation skills Strong ability to negotiate and handle objections Available to work on a flexible schedule: days, evenings, weekends & statutory holidays to meet customer needs
Comfortable working in be able to work in adverse weather conditions Must have a valid driver’s license and reliable vehicle available <p> </p><p>As part of the recruitment process, candidates will be required to complete and successfully pass a criminal background check and driver’s abstract.</p><p> </p><p></p><p>Schedule: Full time
Shift: Flex Time
Work Location: 22 Austin St. (5142), St. John's, NL
Travel Requirements: Up to 75%
Posting Category/Function: Sales & Door-to-door
Requisition ID: 284449
 </p><p>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</p>

For more information, visit Rogers for Territory Sales Specialist - Residential Direct