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
L9 P23 R4074 HWY 596 - Box 109
Keewatin, ON P0X 1C0

Sr Mgr Business Development

Job ID	**287223-en_US-3324**	
Web Address	https://careers.indigenous.link/viewjob?jobname=287223-en_US-3324	
Company	Rogers	
Location	Toronto, ON	
Date Posted	From: 2023-03-31	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> </p><p>At Rogers, we recognize that success is determined by the strength and diversity of our people. We work together because we want to win together, and these five shared values guide and define our work:</p><p> </p>
Simplify and innovate
Take ownership of the what and the how
Equip people to succeed
Execute with discipline and pride
Talk straight, build trust, and over deliver
<p> </p><p>Every day, we strive to build a brilliant digital future for Canadians. We work as one team, with one goal –serve our customers better.</p><p> </p><p>The Senior Manager – Business Development will directly report to the Senior Manager - IOT and is accountable for driving sales in their designated region. There will be a primary focus on leading, prospecting and account development through sales of the Solutions portfolio. The Senior Manager – Business Development will be responsible for executing the strategic/tactical direction that has been established and drive operational effectiveness to ensure role objectives are met. The Senior Manager – Business development is accountable for the success of the solutions portfolio which may include any or all of the following : M2M connectivity, Connected Spaces and Intelligent Transportation systems.</p><p>
Business Requirements:</p><p> </p>
Build valuable, consultative customer relationships
Clarify each opportunity and evaluate Rogers capability to deliver the solution on time and within customers budget
Working closely with the customer, fully define the solution, cost it, build a Scope of Work, appropriately price and present the solution
Refine the solution as required in terms of scope, pricing, lead times; in order to solve the business problem
Engage in regular and continuous feedback and coaching with Leadership
Cooperatively build Individual Development Plans with Management Team members that align to their career goals
Contribute to an open, direct and positive working environment that builds a culture of success within the team
<p> </p><p> </p><p>Non-technical Requirements:</p>
Business Requirements Analysis Thorough familiarity and understanding of the intricacies of a customer's business, e.g., function, processes, and operations. Understands and can delineate technical design requirements for supporting information systems.
Business Systems Planning Understands the impact of technology on the strategic direction of the business. Enables the definition and integration of technical plans that support enterprise business functions and processes.
Knowledge of Organization Knowledge of organization's vision, structure, culture, philosophies, operational principles, values, and Business Code of Conduct.
Collaboration Involves others to leverage additional knowledge or skills that lead to increased understanding. Obtains shared commitment to the improvement or success of an event or project.
Initiative Proactively identifies present and future obstacles, issues, and opportunities. Takes actions to address such obstacles.
Innovation Motivated to improve organizational performance through the introduction of new ideas, methods, processes, products, or services. Develops new ways of looking at a situation.
Oral and Written Communications Ability to express oneself and communicate with others verbally - it includes tone, style and structure and the ability to produce a variety of business documents that demonstrate command of language, organization of thought and orderliness of presentation.
Relationship management Ability to successfully achieve results with complex customer and vendor relationships.
<p> </p><p>Competencies Requirements:</p><p> </p>
Business Requirements Analysis
Business Systems Planning
Knowledge of Organization
Foundation Architecture Knowledge
Information Systems Knowledge
Knowledge of Emerging Technology
Collaboration
Initiative
Innovation
Oral and Written Communications
<p> </p><p>Experience & Education:</p><p> </p>
Undergraduate degree or equivalent experience.
5-7 years’ experience IT/Telecommunications architecture and planning; ability to produce IT solutions, both independently and collaboratively.
<p> </p><p>#LI-PC1</p><p> </p><p>Schedule: Full time
Shift: Day
Length of Contract: Not Applicable (Regular Position)
Work Location: Remote, Remote, Remote
Travel Requirements: Up to 25%
Posting Category/Function: Sales & New Business Development
Requisition ID: 287223
 </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 &amp; Marketing</p>

For more information, visit Rogers for Sr Mgr Business Development