

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

Date Printed: 2024/05/04



Sr Mgr Business Development

Job ID 287224-en US-1676

Web Address

https://careers.indigenous.link/viewjob?jobname=287224-en_US-1676

Company Rogers

Location Calgary, AB

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

innovateTake ownership of the what and the howEquip people to succeedExecute with discipline and prideTalk straight, build trust, and over deliver<\u00fc\u00e4lt;\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt;\u00e4lt\u00e4lt\u00e4lt;\u00e4lt\u00e4lt\u00e4lt;\u00e4lt\u00e4lt\u00e4lt;\u00e4lt\u00e4lt\u00e4lt\u00e4lt;\u00e4lt\u00

Requirements:</p><p> </p>Build valuable,

consultative customer relationshipsClarify each opportunity and evaluate Rogers capability to deliver the solution on time and within customers budgetWorking closely with the customer, fully define the solution, cost it, build a Scope of Work, appropriately price and present the solutionRefine the solution as required in terms of scope, pricing, lead times; in order to solve the business problemEngage in regular and continuous feedback and coaching with LeadershipCooperatively build Individual Development Plans with Management Team members that align to their career goalsContribute to an open, direct and positive working environment that builds a culture of success within the

team<p> </p><p><p><p><p>Non-tech nical 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
AnalysisBusiness Systems PlanningKnowledge of
OrganizationFoundation Architecture KnowledgeInformation
Systems KnowledgeKnowledge of Emerging

TechnologyCollaborationInitiativeInnovationInnovationOral and Written

Communications<p> </p><p>Experience & amp;amp; 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><p>#LI-PC1</p><p> </p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p><p&g

Up to 25%
Posting Category/Function: Sales & Development
Requisition ID: 287224
 </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;amp; Marketing</p>

For more information, visit Rogers for Sr Mgr Business Development