



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: 2024/05/18

Account Executive

Job ID	301626-en_US-7461	
Web Address	https://careers.indigenous.link/viewjob?jobname=301626-en_US-7461	
Company	Rogers	
Location	Vancouver, BC	
Date Posted	From: 2024-04-24	To: 2050-01-01
Job	Type: Full-time	Category: Telecommunications

Description

We are committed to connecting Canadians through unique partnerships, our world-class network and content Canadians love and our innovative team is growing. We are looking for dedicated team members to join our Corporate team who have a genuine passion for making positive impacts on customers and the communities where we live and work. We have a variety of business units with exciting and meaningful work waiting for you, including Communications, HR, Legal and Corporate Affairs, Supply Chain, Finance, and Real Estate. If you are considering your next step, we have exciting opportunities waiting for you. Come build a rewarding career at Rogers and be a driving force behind our success story!

Who we're looking for:

- We are looking for an Account Executive to join our Vancouver sales team.
- What you'll do:
- Act as the single point of contact selling and servicing an integrated suite of Rogers Residential (Bulk Internet, Access Agreements, Marketing Agreements) and Rogers Business solutions (i.e., Wireless, Wireline, Data Centre + Cloud, Business Productivity, Fleet and Asset Management, Smart Construction, Smart Buildings).
- Responsible for growing and managing the business within a defined base of existing and prospecting accounts within the Development, landlord, and Construction verticals.
- High level of focus on IoT, Smart Buildings and Smart Construction solutions.
- Ability to manage multiple product portfolios, demonstrate continued growth and ability to cross sell.
- Meet and exceed annual sales quota requirements that include new business bulk acquisition, marketing agreements, revenue targets, churn, and base revenue KPI.
- Must be a strong team player and ability to work within a team selling environment.
- Large focus on building 3X3 relationships with business owners, C-level Executives, and key stakeholders within all assigned accounts and projects.
- Must have strong communication skills with business acumen to ensure business development conversations about client strategy, challenges, strategic imperatives and asset management.
- Demonstrated knowledge of modern selling techniques and virtual account management skills and acumen.
- High quantity of in person meetings are required to support this role.
- 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.
- Responsible for creating and generating customer pricing quotes, RFPs, Connected Home and Rogers Business proposals, and quarterback internal business case reviews for required governance approvals.
- Responsible for pro-actively maintaining a high level of Sales hygiene, forecasting, account planning, competitive intelligence and industry trends, executive briefing, expense management, and various

administrative responsibilities

Must be willing to be a subject matter expert on the construction industry in the BC market, including gathering of market trends/best practices

What you will bring:

- University degree or equivalent expertise
- 5 to 10 years sales experience in Mid-Market / Strategic Segments with preference of selling experience within the construction and development segments
- Experience working in B2B mid-market / Strategic sales environment selling to multiple customer stakeholders (business owners, C-suite, project owners & influencers)
- Must be trustworthy, have strong Business Acumen, likeable & customer focused on helping customers solve problems & achieving their desired goals & outcomes
- Selling telecom services would be considered an asset (Wireless, IoT, Wireline, Data Centre + Cloud, Managed & Professional Services, Cloud based Phone systems)
- Experience in Microsoft 365, Teams, PowerPoint, Excel, Word & Salesforce CRM
- Seasoned communicator both verbally & written
- Technology driven (understand market trends)
- Proven interpersonal skills
- Proven aptitude for implementing sales strategies
- Be self-motivated, results orientated & accountable for the development of new business
- Positive team member and contributor
- Proven funnel management experience
- Experienced presenting to Executives (Internal/External)

What's in it for you

We believe in investing in our people and helping them reach their potential as valuable members of our team. As part of our team, you'll have access to a wide range of incredible resources, growth opportunities, discounts, and perks, including:

- Competitive salary & annual bonus
- Competitive & flexible health and dental benefits, pension plan, RRSP, TFSA, and Stock matching programs.
- Discounts: Enjoy up to 50% off Rogers Services and Blue Jays Tickets, 25% off TSC items, and a 20% discount on all wireless accessories sold in Rogers stores.
- Paid time off for volunteering
- Company matching contributions to charities you support
- Growth & Development Opportunities
- Self-driven career development programs (E.g. MyPath program)
- Rogers First: priority in applying to internal roles of interest
- Wellness Programs
- Homewood employee & family assistance program
- Cognitive Behavioural Therapy (CBT) & Virtual therapy sessions
- Low or no-cost fitness membership with access to virtual classes

Our commitment to the environment and diversity

- Work for an organization committed to environmental protection
- Strong commitment to diversity and inclusion with employee resource groups supporting equity-deserving groups including groups representing People of Colour, 2SLGBTQIA+, Indigenous Peoples, Persons with Disabilities and Women. We all bring something different, and we know what makes us different makes us great.

This is a hybrid work position and will require you to be in office three days per week. You can choose which days in office work best for you!

If you are selected to move forward in the recruitment process, here is what you can expect:

- 15-minute phone screen with your recruiter, an in-person interview with Hiring Manager, and a final round virtual interview with Director of the team. Best of luck!

Schedule: Full time
Shift: Day
Length of Contract: Not Applicable (Regular Position)
Work Location: Rogers Tower 1067 West Cordova Street (7854), Vancouver, BC
Travel Requirements: Up to 10%
Posting Category/Function: Sales & Account Management
Requisition ID: 301626

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:

Corporate

For more information, visit Rogers for Account Executive