



# 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.Link's 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

# Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/18

## Account Executive

Job ID	301626-en_US-7461
Web Address	<a href="https://careers.indigenous.link/viewjob?jobname=301626-en_US-7461">https://careers.indigenous.link/viewjob?jobname=301626-en_US-7461</a>
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) 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, RFP, 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 and influencers).

Must be trustworthy, have strong Business Acumen, likeable and customer focused on helping customers solve problems and achieving their desired goals and outcomes.

Selling telecom services would be considered an asset (Wireless, IoT, Wireline, Data Centre + Cloud, Managed and Professional Services, Cloud based Phone systems).

Experience in Microsoft 365, Teams, PowerPoint, Excel, Word and Salesforce CRM.

Seasoned communicator both verbally and written.

Technology driven (understand market trends).

Proven interpersonal skills.

Proven aptitude for implementing sales strategies.

Be self-motivated, results orientated and accountable for the development of new business.

Positive team member and contributor.

Proven funnel management experience.

Experienced presenting to Executives

[illegible]

For more information, visit [Rogers.com](http://Rogers.com) for Account Executive