



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:

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/04/26

Sales Enablement Manager (Customer Value Creation)

Job ID 76-53-BB-74-EA-D6

Web Address

<https://careers.indigenous.link/viewjob?jobname=76-53-BB-74-EA-D6>

Company Farm Credit Canada

Location Regina , Saskatchewan

Date Posted From: 2022-06-22 To: 2022-07-07

Job Type: Full-time Category: Trades

Languages English

Description

Job number: R-1003856

Location: Regina, Saskatchewan; Various FCC offices may be considered

Closing date: July 7, 2022

Language(s) required: English

Worker Type: Term (Fixed Term)

Term Duration (in months): 24

Extensive CRM experience rewarded

Develop and implement sales tactics to equip Operations staff with strategic resources that will maximize value-add for customers and personalize their experience with FCC.

What you'll do:

- Work with customers to understand value creation and loyalty
- Collaborate with cross-divisional teams to lead the research, testing and measurement of new ways to deliver customer value
- Work directly with small groups of customer-facing employees and assist them with delivery of customer value tactics
- Leverage data and customer segmentation model to lead small experiments that focus on customer retention, growth and acquisition
- Partner with various departments to scale successful experiments into the organization
- Utilize customer analytics to analyze and inform sales tactics

What we're looking for:

- Confident communicator able to connect and build business relationships
- Critical thinker with strong analytical skills
- Sales and negotiation skills combined with sound judgment
- Self-starter who embraces change
- Team player who fosters value-added relationships with internal partners
- Sales-focused leader with a drive to help others achieve their goals

What you'll need:

- A bachelor's degree in agriculture or business and at least five years of ag finance or sales

experience (or equivalent combination of education and experience)

- Knowledge of CRM tools and processes
- A love for the agriculture and food industry

How to Apply

Click "Apply Now"