



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.

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/05

Sales and Marketing Representative - Calgary

Job ID	77309-en_US-7722
Web Address	https://careers.indigenous.link/viewjob?jobname=77309-en_US-7722
Company	Canadian Pacific
Location	Calgary, AB
Date Posted	From: 2020-02-07 To: 2050-01-01

Description

- Req ID: 77309
- Department: Sales & Marketing
- Job Type: Full-Time
- Position Type: Non-Union
- Location: Calgary, Alberta
- Country: Canada
- # of Positions: 1
- Job Available to: Internal & External
- Deadline to apply: 03/06/2020

Canadian Pacific is a transcontinental railway in Canada and the United States with direct links to major ports on the west and east coasts. CP provides North American customers a competitive rail service with access to key markets in every corner of the globe. CP is growing with its customers, offering a suite of freight transportation services, logistics solutions and supply chain expertise. Visit cpr.ca to see the rail advantages of CP. For more on our purpose, culture, and strategy, visit cpr.ca/en/about-cp. **PURPOSE OF THE POSITION:** The purpose of the CP Sales and Marketing Representative program is to find the right individual with the right leadership mindset and experience to take on future leadership roles in the Sales and Marketing organization and to assist in building a sales and marketing talent pipeline. We will expose you to various sales and marketing support groups and functional teams to learn key aspects of the business to enable taking on progressively more responsibility. Your career will start with a 6 to 8 month, fully paid training program. Upon completion, the individual will be prepared for their initial challenging and exciting sales account management or marketing representative role. The target candidate for this role is a university graduate with a marketing specialty degree. The program begins with a two to three-week introduction to CP and Program Overview. During this time, you will receive an in-depth company overview, begin working with a chosen mentor, start leadership training and interact with key company leaders and executives. Following this period, you will complete four to six weeks of job shadowing in areas in the organization that will provide insights and knowledge on service and product offering, profitability, contract administration, and publications, along with the systems and tools available to enable effectiveness in the sales and marketing organization. As well, reinforcement of leadership skills and CP's leadership training will be completed prior to the final step and presentation of an offer for a sales position. The overall objective is to have the Sales and Marketing Representative, utilize the education they have acquired and bring it to the position, learn best practices in leadership, railroading, sales and marketing functions, work on specific assignments, support the sales and marketing roles and prepare to become a sales or marketing professional. **POSITION ACCOUNTABILITIES:**

- Maintain a positive attitude and approach to learning; demonstrating quick application of those learnings;
- Complete orientation with employees and manager, as well as performing analyst and sales representative responsibilities;
- Undertake training in orientation into leadership, sales and marketing systems and applications;
- Participate in Operations orientation;
- Job shadow and project participation with other Departments/Groups, and leaders such as service design, asset management, industrial and market development, interline and finance, customer service;
- Receive feedback from mentor and various managers throughout the program to ensure successful outcome;
- Conduct active, ongoing review of feedback; review of learnings and application of those learnings;
- Complete projects assigned by the VPs of Marketing and Sales and the Chief Marketing Officer.

POSITION REQUIREMENTS:

- Recent or upcoming completion of post-secondary education in Business, Marketing, Economics or related field is required;
- Strong relationship management skills;
- Analytical thinker and financially savvy;
- Strong communication skills both written and verbal;
- Influence and negotiating skillsets;
- Willingness to interact with customers and ask for the business or sale;
- Strong sense of urgency;
- Demonstrate leadership skills;
- Basic knowledge of Microsoft office, excel, PowerPoint;
- Act as a positive role model in a group; work effectively with others;
- Recognize and respond effectively to unexpected situations and tight deadlines;
- Demonstrate flexibility and adaptability to changing task priorities and work situations;
- At times heavy travel requirements;
- Ability to relocate within the CP network to start and/or upon career progression and/or business need.

WHAT CP HAS TO OFFER:

- Flexible and competitive benefits package
- Employer Funded Retirement Plan
- Employee Share Purchase Plan
- Performance Incentive Program
- Annual Fitness Subsidy
- Part-time Studies Program

ADDITIONAL INFORMATION: Relocation:Relocation may be required for final placement in a sales or marketing position once the training program is successfully completed. As an employer with national presence, the possibility does exist that the location of your position may be changed based on organizational requirements. The candidate can be relocated to any location across the CP system. Background Investigation:The successful candidate will need to successfully complete the following clearances:

- Criminal history check
- Reference check

Management Conductor Program:Becoming a qualified conductor or locomotive engineer is the single best way for a management employee to learn the business at CP. You may be required to obtain a certification or to maintain your current certification/qualification as a conductor or locomotive engineer. CP is an equal opportunity employer committed to the principles of employment equity and inclusion. We welcome applications from all qualified individuals. All applicant information will be managed in accordance with the federal Personal Information Protection and Electronic Documents Act ("PIPEDA").

For more information, visit Canadian Pacific for Sales and Marketing Representative - Calgary