



**Sales Representative (Community)- Norfolk County  
Full-time, Permanent  
Execulink Telecom**

*Do you want to be part of a local team that encourages goal-setting and personal growth?*

*Do you find satisfaction in connecting individuals or businesses within your community to solutions that work best for their needs?*

As a Sales Representative, your primary focus is to achieve and exceed sales targets through identifying and fulfilling new customer needs with Execulink's products and services. You have excellent sales skills supported by detailed product knowledge of the full suite of Execulink's products - Voice, Data, Video, Mobility.

You will use your own unique skillset, along with inbound and outbound calls, emails etc. to meet and exceed monthly sales quotas. As soon as the sale is made, the account is turned over to the Sales Support team so you can concentrate on what you do best – **sales!**

**Position Details:**

- Remote work opportunity with occasional support within a local Execulink office
- Primary business hours are from Monday-Friday 8:30 A.M.- 5:00 P.M.
- You will also be asked to work some evenings and weekends to attend networking events to represent Execulink.
- Full-time, permanent

**Duties of the role include, but are not limited to:**

- Identify new opportunities to drive sales through networking, meetings, inbound/outbound calls, emails, social media etc.
- Drive the entire sales cycle from initial customer engagement to closed sales
- Accountable for sales planning, strategy development and plan implementation
- Maximize sales opportunities with every new customer by performing a needs assessment while using Execulink's selling techniques and company programs
- Maintain knowledge of competition's offerings, strategies, and plans
- Aggressively work outbound call campaigns to exceed corporate targets
- Be "Execulink" in your territory. Actively network in the community. This will require working outside of standard hours including evenings and weekends to attend industry trade shows, Chamber of Commerce and community events, and other as required
- Participate in company and team provided training, coaching, and meetings



### **What We Offer:**

- Use of a company laptop and cell-phone
- Generous benefits package including medical, dental, vision and retirement savings as well as participation in a Health and wellness program.
- An employee discount plan for Execulink services, a tuition reimbursement program and interest free computer loans are also available.

### **What You Offer:**

- University degree or college diploma, with a focus in Business, preferred
- Demonstrated success as a top sales performer in a commission based environment
- Preference will be given to candidates with telecommunications industry experience
- Experience working with Customer Relationship Management (CRM) applications
- Demonstrated proficiency in a Windows PC environment, combined with demonstrated keyboarding and data entry abilities; proficient within the Microsoft Office Suite including Word, Excel, and Outlook
- Valid Class G Driver's License and your own reliable vehicle

### **How to Apply**

In your cover letter, tell us why you would excel as a member of our team! Submit your cover letter and resume to [work@execulinktelecom.ca](mailto:work@execulinktelecom.ca) by 4:00 PM, Wednesday April 7, 2021.

### **About Us**

At Execulink Telecom, the largest locally owned independent telecom company in Southwestern Ontario, our only goal is to enhance your lifestyle at home, work and play. As we grow rapidly, we have an unwavering commitment to continue to build a positive team, with a friendly, family spirited approach. The selection of exceptional talent is important to us! When you join Execulink, you're joining a team that's focused on not only providing an AWESOME experience to our customers, but to our employees as well. We live and breathe our Mission, Vision and Values, and are searching for individuals who are excited to contribute and do the same!

*Execulink Telecom is an equal opportunity employer that is committed to inclusive, barrier-free recruitment and selection processes. If contacted for an employment opportunity, please advise Human Resources if you require accommodation.*