

Inside Business Representative
Full-time, Permanent
Woodstock, ON (Remote)

Connecting Businesses to All Things Awesome!

At Execulink, we understand that Internet, TV, Phone, and Mobility services are a necessity in today's world. We are proud to be able to offer impressive solutions to everyone from our local communities, to budding businesses & enterprising industries with the ultimate goal to improve their lifestyles both at work and play.

Position Details:

- Remote work opportunity with access to the Woodstock office
- Full-time, permanent role with forty (40) hours per week
- Regular hours from Monday – Friday 8:30 AM -5:00 PM

What We Offer:

- Work from home! Enjoy a remote work experience from the hiring process through to training and into your permanent role
- Comprehensive benefits package including medical, dental, vision & retirement savings for full-time, permanent employees
- Health & wellness program
- A generous employee discount plan for Execulink services
- Tuition reimbursement program
- Interest-free computer loans!

The Team

The Inside Business team cultivates smart, savvy and innovative sales professionals that focus their time on inbound business leads, and outbound campaign opportunities. Execulink's business markets are increasing, as our service offering fits the needs of a growing hybrid work-from-anywhere market. We don't just sell solutions for remote workers—we are remote workers! The Inside Business team looks for opportunities to help our business clients, whether they work from home, office, or both!

If selling internet solutions that (literally!!) move at the speed of light sounds fun, read on!

Who You Are

You have excellent sales skills supported by some fundamental product knowledge of Execulink's products - Voice, Data, Video, Mobility. Organization and time management complements your ability to pace yourself when coming up with unique solutions for eager prospects. You're a collaborator extraordinaire working alongside team members with a common goal to deliver an awesome experience to your customers. To succeed in this sales environment, you must be a closer.

What You Offer:

- Demonstrated success as a sales performer in a KPI/commission-based retail or contact center environment
- Ability to position products and services, features and benefits, and successfully overcome objections in order to turn prospects into clients

- Experience working with Customer Relationship Management (CRM) applications
- Proficiency in a Windows PC environment, including the Microsoft Office Suite
- Advanced understanding of sales practices, tactics and tools.
- Keen ability to ask smart leading questions through the sales discovery process
- Tenacious, self-starter, and results-driven
- Accustomed to high volume telephone communications
- Completed high school diploma or higher
- *Execulink requires successful candidates to provide proof of COVID-19 vaccinations as approved for use by Health Canada*
- **Preference will be given to candidates with telecommunications industry experience or a proven top performer in B2B markets**

What To Expect In Your First 30 Days

- You'll be introduced to our supportive team of Representatives, Sales Engineers, Product Specialists, and Sales Support agents
- Together we'll embark on an onboarding journey through various lessons, like our Telecom 101 hosted by our spectacular sales engineers
- You'll explore our super CRM and learn tools like service qualifications, serviceability maps, and the tasking/ticketing platform
- You'll be an active participant in our team chat where we collaborate and leverage each other's strengths often
- At the end of these 30 days, you will be able to build and sell a solution from scratch using the tools we've masterfully bestowed to you

In Your First 60 Days

- Together we'll establish goals, and review growth opportunities in our weekly meetings.
- You'll have taken some inbound leads, and joined our call queue.
- The celebration of your first sale should take place, and you'll be handing it off to one of our Sales Support Agents
- Together we'll dip our toes into some more complex solutions such as hosted phone, hybrid bonder and quantum data tranference (OK, that last one I made up).
- At the end of these 60 days, you'll be on fire and actively contributing to the team.

It's 90 Days In!

- You'll generate 3+ new referrals for our more complex business representatives to build a corporate sales pipeline.
- You'll be comfortable generating new business by reaching out to campaign opportunities, hitting a target of 30 opportunities started each month
- You'll have the patter confidence to achieve a high monthly quality assurance score. Your quality assurance score comes from reviewing your activities and communication. This includes how you demonstrate living the vision, mission, and values of Execulink as well as the unique value proposition - timeliness, effectiveness, and efficiency are considered
- You've proven you can work well with minimal supervision, and communicate well with your teammates.
- By the end of these 90 days, we'll have developed a roadmap enabling you to work with your awesome clients to generate \$1500+ of normalized net new revenue each month

How to Apply

In your cover letter, tell us why you think you would excel as an Inside Business Representative. Submit your resume and cover letter in confidence to work@execulinktelecom.ca for review.

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.