



Growth Sales Team Representative
Full-time, Permanent
Remote (Woodstock, ON)

Inside Sales Maestro

Are you a customer account maestro ready for career evolution? Join our Growth Sales team today and show us how you orchestrate customer accounts by growing services in a way that is ‘music to the customer’s ears!’

In our Growth Sales Team, you’ll achieve and exceed your sales targets as you identify and meet customer needs with Execulink’s awesome products and services. Our most successful team members are responsive, sincere, flexible and supportive.

How you’ll succeed in this role

- Actively engage our existing and prospective customers with regular phone communications through a focused campaign approach
- Cultivate growth within our customer base and engage new customers
- Keep our customers connected to everything that matters by having awesome, professional interactions and living our vision and values in everything you do

Tell me More!

- Full-time, permanent role
- Enjoy a permanent Work From Home opportunity with access to Execulink’s Woodstock office location
- Hours are scheduled between 8:00 AM and 8:00 PM Monday through Friday, and 8:00 AM to 5:00 PM on Saturdays. Shifts are scheduled on a rotational basis to cover full departmental hours

Work for a company that supports what is most important to you

At Execulink, we live our Values. We build up our community by giving back through community donations that matter to you. Check out our [Humans of Execulink](#) Blog to see why our employees love being part of this awesome team:

<https://www.execulink.ca/blog/tag/humans-of-execulink/>

When it comes to benefits, we have you covered!

Our awesome total compensation package includes perks and benefits such as:

- Competitive starting salary
- A culture that supports your growth and needs, with flexible hybrid work options
- Opportunity to grow your compensation through our referral bonus plan
- Matching RRSP contributions to grow your savings
- A Comprehensive benefits plan including medical, dental, drug, and vision coverage
- Discounted Execulink services for your personal use
- Tuition reimbursement



- A Health & Wellness Program, which includes \$300 to be spent on your personal wellness
- Interest free equipment loans to stay current with your personal tech needs

Every day at Execulink is awesome! In this position, you'll enjoy

- Responding to inbound phone calls, emails, web leads and live chats simultaneously in a fast paced contact center setting
- Cultivating strong relationships through inbound calls from prospective and existing customers
- Completing needs assessments for all potential customers and quoting on Execulink products and services
- Enhancing the lifestyle of our customers by making outbound calls to provide additional products/services which meet their needs
- Processing online orders

Think you're the right person? You bring:

- Comfort and ability to work within a call centre, queued setting
- Ability to spend extended periods of time on the phone
- Sales experience is an asset; must be able to validate customer's needs and select from our product offerings to enhance services
- 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
- Must be flexible to work a ***variety of shifts, as scheduled***

Are you ready to join an awesome team that feels like family?

- In your cover letter, tell us why you think you would excel as a member of our team!
- Submit your cover letter and resume in confidence for review to buildyourcareer@execulinktelecom.ca

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.