

**Business Development Representative  
Execulink Telecom  
Woodstock, ON**

**Does a competitive base wage plus “uncapped commissions” pique your interest? If so, let’s talk about achieving your career goals at Execulink!**

As a Business Development Representative, your primary objective is to achieve and exceed sales targets. Your focus will be on business clients; fulfilling their needs with Execulink’s products and services. You will use your own unique skillset to identify new prospects, continuously build your funnel, seek referrals, and meet and exceed monthly sales quotas.

In this role, as soon as the sale is made, the account is turned over to the Sales Support team. Your focus is on what you do best.... sales! To succeed in this sales environment, you must be a self-motivated hunter with exceptional customer service skills.

**Position Details**

- Full-time, permanent
- Forty hours per week
- Monday to Friday with regular hours of 8:30 AM to 5:00 PM. Hours outside of this timeframe may be required from time to time.

**Duties 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 when it is safe to do so.
- Participate in company and team provided training, coaching, and meetings

**What You Offer**

- Demonstrated success as a top B2B sales performer in a commission based environment
- Minimum of 3 years’ experience providing B2B technical solutions, with mid-term selling cycles

- Excellent verbal and written communication skills; adept at using superior sales skills to manage client expectations and ensure an awesome experience
- Persistence and follow through with the drive to overcome obstacles in order to turn prospects into clients
- Well-developed negotiation skills, with a strong closing focus
- 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
- University degree or college diploma, with a focus in Business, preferred
- Valid Class G Driver's License and your own reliable vehicle; ability to travel within Southwestern Ontario
- Some flexibility working outside of regular office hours is required, to accommodate meetings with business clients

### **What We Offer**

- Competitive base salary and on-target earnings of \$93K+
- Full benefits package including medical, dental, vision, retirement savings, health & wellness program, employee discount plan, tuition reimbursement program & interest free computer loans!
- A rewarding, challenging, and fun place to work, and all of the benefits that go along with it!

### **How to Apply**

Tell us why you would like to be part of the sales team! Submit your cover letter and resume in confidence to [work@execulinktelecom.ca](mailto:work@execulinktelecom.ca)

***\*\*Execulink is conducting all interviews through video chat in order to comply with COVID-19 precautionary measures. Remote work opportunities are available to some roles to comply with government-regulated social distancing.\*\****

### **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*