

Community Sales Representative Execulink Telecom – Oxford/Norfolk Counties

Imagine having the opportunity to enhance our customer's lifestyles at home, work and play!

"I have been a customer for over 20 years and have not changed because of the reliable service and excellent technical support. In fact yesterday, I switched over to cable internet and phone and everything went so smoothly due to the excellent, readily available staff to assist me. Thank you."

- Jacque from Guelph

Is it easier to achieve your targets when you represent a highly respected company?

"I have been with you since the '90's. Would never switch to anyone else. Always there when I need you, and everyone is so knowledgeable and friendly. Way to go Execulink."

- Lenene from Mossley

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

About This Opportunity

As a Community Sales Representative for our Oxford/Norfolk county areas, your primary focus is to achieve and exceed sales targets through identifying and fulfilling new customer needs with Execulink's products and services.

We're seeking a tenacious, goal oriented individual who will use their own unique skillset to meet and exceed monthly sales quotas. Our most successful employees in this role are true hunters - focused, responsive, sincere, and passionate about delivering an AWESOME experience to Execulink customers.

In this role, 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!**

What You Offer

- Demonstrated capacity to establish and maintain positive relationships with customers; success as a top sales performer in a commission based environment
- Ability to leverage product/company/industry expertise to retain existing business, identify and secure upgrade opportunities within our existing customer base; overcome objections & close the sale
- Demonstrated hunter mentality, with the ability to generate new accounts from scratch; including persistence and follow through, with the drive to overcome obstacles and turn prospects into clients
- Skillful negotiator, with a strong closing focus
- Advanced understanding of sales practices, tactics and tools
- Demonstrated delivery of sales results, using a Customer Relationship Management System (CRM) system to effectively and efficiently meet KPI and Sales targets
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- Clear, concise, effective communication skills, both verbal and written; demonstrated ability to listen to what customers need, manage expectations and deliver solutions to ensure an awesome customer experience!
- Ability to represent Execulink within the community by working outside standard business hours, including some evenings and weekends to attend networking events. Primary office hours would be Monday to Friday, 8:30 a.m. – 5:00 p.m.
- Preference will be given to candidates with telecommunications industry experience
- 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 access to reliable transportation; travel is required within Southwestern Ontario

What We Offer

- Base wage, plus uncapped commission!
- 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

- 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 to work@execulinktelecom.ca

Please note: Next training class starts March 4, 2019!

Not the right fit this time? Follow us on our social media pages!



<https://www.facebook.com/ExeculinkTelecom/>



<https://www.linkedin.com/company-beta/2244877/>



@Execulink

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.