



**Sales Representative (Community)
Full-time, Permanent
Ingersoll/Oxford County**

You deserve an awesome career! At Execulink, you'll join a team of talented individuals supported by an organization committed to fostering your career development and growth. As we rapidly grow, we continue our unwavering commitment to live and breathe our Vision, Mission and Values. While enhancing life at home work and play, we continue to grow our team with innovative individuals who are as excited about creating an awesome experience for our customers as we are!

You are no humble sales representative; you are the voice of your community, connecting our deserving neighbours to everything that matters

You are the Ambassador of Awesome

As Ambassador of Awesome (aka. Community Sales Representative), your primary focus is to achieve and exceed sales targets as you identify and deliver meaningful Execulink products and services to new Ingersoll/Oxford county community customers. You have excellent sales skills supported by detailed product knowledge of the full suite of Execulink's products - Voice, Data, Video, Mobility.

Using your own unique skillset, inbound and outbound calls, emails and other sources, you will meet and exceed monthly sales quotas. Our Sales Support team assumes responsibility of established sales so you can concentrate on what you do best – **sales!**

Our most successful ambassadors consistently

- Develop strong referral networks
- Deliver products and services to our customers, keeping in mind the highest quality standards in all they do
- Close sales on meaningful telecom products and services to our community

Tell me more!

- Home Office: Ingersoll
- This role is considered a Hybrid Role with the opportunity to work both from the office and from home
- Primary business hours are from Monday to Friday, 8:30am-5:00pm
- You will also be asked to work some evenings and weekends to attend networking events to represent Execulink
- Permanent, Full-time opportunity

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
- Use of a company laptop and cell-phone
- 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 role you can expect 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

As an accomplished sales representative, you bring

- 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
- Execulink requires successful candidates to complete clear criminal background screening

Ready to start an awesome new career?

- In your cover letter, tell us why you would be the next great addition to our team
- Submit your cover letter and resume to buildyourcareer@execulinktelecom.ca

Execulink appreciates all applications; please note that only successful candidates will be contacted for further screening.

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 Vision, Mission 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.