



Owned & Operated by Worldlynx Wireless

Worldlynx Wireless is the largest, national independent Bell and Bell Aliant branded dealer in Canada. We offer a comprehensive portfolio of the most *leading edge* telecommunication solutions for businesses on the market today including Wireless, Wireline, Conferencing, Call Center Headsets and Satellite services.

OPPORTUNITY

We are searching for outgoing, articulate and confident individuals with two to three years minimum business to business wireless experience to fill a key **Account Executive** role in **Calgary, Alberta**.

This position will grow, develop, harvest and maintain medium to enterprise level opportunities in the greater Calgary region.

We are interested in people who want to positively impact their careers, and the Canadian wireless market at large. Worldlynx has one of the largest sales forces in the country with dedicated regional sales offices servicing business of all sizes. Outstanding career paths are available for sales professionals who love technology and want to learn more.

KEY RESPONSIBILITIES

- Acquire new customers
- Weekly appointments with potential clients
- Cold Calling every day
- Oversee the sales process from beginning to end: evaluate clients' needs, schedule sales presentations (creating a PowerPoint presentation), collect the necessary information to open new client accounts
- Understand promotions, remain informed on price changes, promotions and products
- Properly demonstrate all features and benefits that are specific to each individual customer
- Follow through with all promises made with all customers
- Weekly reports and meeting
- Develop and maintain a loyal customer base through high quality service
- Keep clients informed of upcoming products, service and/or discounts
- Perform follow-ups with clients to ensure they are completely satisfied
- Provide effective after-sale service: advise clients on types of equipment and/or accessories that would best suit their needs
- Train customers on the proper use of their equipment
- Address customer complaints and propose sound solutions

QUALIFICATIONS & EXPERIENCE

- Post secondary education in Sales and/or Marketing is required
- Three (3) years experience as a Sales Representative in the Telecommunications industry
- Significant knowledge of cellular technologies
- Goal-oriented to achieve targets through self-motivation, persistence and determination.
- Knowledge of Excel, Word and PowerPoint
- Strong customer service orientation

- Strong communication (oral and written)
- Strong presentation skills
- Must be familiar with Sales Funnel methodology and process.
- Proficient in reading and writing English

TRAVEL

75 – 90 % of time or as requested by the General Manager Business Sales Western Canada

BENEFITS

We offer a competitive salary combined with an open-ended commission structure where you can enjoy the rewards that come from hard work and results. You will also be eligible for a full range of benefits in an organization which provides equal employment opportunities to all.

To apply, please send your resume and a cover letter to rezekiel@worldlynxwireless.com.

Only selected candidates will be contacted.