

Role Description

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| Job Title: Small Business Sales Representative | Reports to: General Manager (Eastern) |
| Locations: Ottawa East/Ottawa West | |

THE COMPANY

Worldlynx Wireless is the largest, national independent Bell and Bell Aliant branded dealer in Canada, offering a truly national geographic footprint, a dedicated and experienced direct sales force and 60 retail locations and sales offices coast-to-coast.

ROLE DEFINITION

This role will be focused on account acquisition and support the channel with incremental activation, revenue and margin, reporting into the store P and L. This position will grow, develop and harvest the small business community around a store location. The role will focus mostly on acquisition with opportunities to follow leads on both an inbound and outbound basis. A true hunter

KEY RESPONSIBILITIES

- Generate new business for the store location focus on account acquisition.
- Focus on small business acquisition 99 head count and under
- Be an expert on Bell Small Business Rate plans. Be the expert for the entire store location, help retail sales associated with expertise
- Responsible for a monthly quota of small business accounts
- Membership in business associations
- A member of the local small business community in every sense of the word
- Understand the competition and be able to position against it
- Generates outstanding relationships with their customer base.
- Becomes the trusted advisor for small business in the area
- Community oriented

QUALIFICATIONS & EXPERIENCE

- Outgoing personality, enjoys meeting people
- A self starter able to work on their own
- Must be familiar with Sales Funnel methodology and process
- University degree
- Retail experience



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- Sales process knowledge

BENEFITS

We offer a competitive salary, a full range of benefits and equal employment opportunities to all.

NB. Only candidates selected for interviews will be contacted. We greatly appreciate your interest.

To apply for this position please submit your resume and a covering letter to careers@worldlynxwireless.com.