

Small Business Sales Representative

Job Title: Small Business Sales Representative	Location: Vancouver, British Columbia
Reports to: General Manager	Date: September 2011

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

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.

You're Opportunity

We are searching for outgoing, articulate and confident individuals at the early stages of their sales career to establish a Small Business Account Manager role.

Are you an intelligent, successful hunter and a self starter?

Can you build relationships with business owners/executives?

Are you a top performing high energy sales person?

Are you an outgoing results-oriented individual looking for a more fulfilling career? If so, we want to talk to you.

You will use your creativity, initiative and tenacity for prospecting, securing and growing your account base with incremental activation, revenue and margin. 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.

KEY RESPONSIBILITIES

- Focus on small business acquisition 99 head count and under
- Responsible for a monthly quota of small business accounts
- A member of the local community in every sense of the word, a trusted advisor for small business in the area
- You understand the competition and will be able to position against it
- Develop outstanding relationships with their customer base.
- Be an expert on **Bell Small Business Rate plans**.
- Provide retail sales associates with technical and sales expertise



QUALIFICATIONS & EXPERIENCE

- Outgoing personality, enjoys meeting people
- An entrepreneurial background (operating a small business while attending university/college) an asset
- Goal-oriented to achieve targets through self-motivation, persistence and determination.
- Related post secondary education
- Previous sales experience (business to business, inside sales, retail sales or telemarketing)
- Must be familiar with Sales Funnel methodology and process

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.

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 cbacon@worldlynxwireless.com