



## Mobile Sales Representative

Remote – Preferable BC Coast Area

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### Nature of Work

Reporting to the Sales Manager, the Mobile Sales Representative will visit our expansion markets, going door-to-door for both residential and business customers to secure permissions for drops and services. This position will travel to various communities all over the coast of B.C. with the goal to bring new customers into the CityWest family.

### Principal Accountabilities

- Visit potential residential and business customers door-to-door, to communicate the benefits of becoming a CityWest customer and signing them up for services
- Create a viable and efficient door-to-door strategy for each community we're expanding into
- Forge relationships all over the province with residential and business partners
- Work with fellow sales representatives to smash sales targets as a team unit
- Keep precise notes and meticulous records to show progress in our expansion sales campaigns
- Provide intelligence on community wants and needs to the sales & marketing teams
- Receive and act upon feedback from employees and customers alike
- Consult with sales & marketing department on best way to communicate our products & services to each community
- Keep up with any trends and best practices in the sales field
- Other related duties as assigned

### Required Education

- Secondary School Degree or Diploma
- Background in telecommunications is preferred, but not mandatory

### Qualifications and Experience

- Ability and willingness to travel widely around the coast of B.C.
- A demonstrated passion for providing superior customer experiences
- Excellent verbal and written communication and presentation skills
- Willingness to do a number of cold calls, re-visiting areas as necessary
- Physical and mental endurance to be able to stay on the road for long periods of time
- Knowledge of the telecommunications industry is preferred, but not required
- Must demonstrate a predictable and reliable attendance record
- A record of creating and maintaining strong business relationships, working towards the strategic objectives of the company
- Proficient at an intermediate level in Office 365 (Excel, Word, Outlook, etc.)
- Positive can-do attitude; able to work as part of a team and independently
- Must be able to handle confidential information in an ethical and professional manner
- Must be able to assess and determine priorities and contribute to continuous improvement

Please note that interviews may be required to determine skills and qualifications for the position.

Please submit a cover letter and resume to the attention of Human Resources at CityWest 248-3<sup>rd</sup> Avenue West, Prince Rupert, B.C. or by email to [recruitment@cwct.ca](mailto:recruitment@cwct.ca)