



Sales Representative – Full Time Remote – British Columbia

Nature of Work

Reporting to the Senior Residential Sales Manager, the Sales Representative is responsible for contacting potential customers in our base as well as connecting with customers in future communities via telephone and/or email, informing them of our progress in the Connected Coast project and our upcoming services. The Sales Representative will be proactively selling CityWest fibre internet, television, and home phone services on Vancouver Island.

To be successful as a Sales Representative you should have a positive attitude and excellent telephone etiquette. The ideal candidate will remain calm and professional under pressure and always treat our clients with respect.

Responsibilities:

- Identify and connect with new sales opportunities
- Ethically obtain new-connect enrollments in all territories as assigned
- Connect with existing clients to expand customer relationship with CityWest
- Meet and exceed sales metrics
- Contact potential clients via telephone and/or email consistently
- Analyze and assess client needs for value alignment
- Promote awareness of new products and services to accounts
- Assist with registration for services when applicable
- Obtain fibre drop permissions
- Input and manage customer data and call results into the CRM database
- Promote and maintain the organization's brand image and identity within the serving communities
- Answer questions regarding CityWest or the Connected Coast project
- Available to travel to markets to knock on doors and speak with customers directly
- Perform additional tasks as required to support the goals and objectives of the company

Required Competencies:

- Entrepreneurial in spirit; have a strong desire to exceed sales goals
- Self-Starter; a highly-motivated individual
- Enthusiastic, personable and professional demeanor
- Ambitious, hardworking and team-oriented
- Passionate about creating world-class customer experiences

Required Education:

- High school qualification or equivalent.

Qualifications and Experience

- Excellent verbal and written English communication skills
- Professional tone



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- Sales experience is an asset but not required
- 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
- 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

Why Work for CityWest?

- CityWest provides a generous salary for all reps
- Commissions for meeting and exceeding monthly sales targets
- Work from the comfort of your own home
- Develop transferrable skillsets – personal and professional
- Access to mentorship and learnings from experienced sales leaders

Please note that interviews will be required to determine skills and qualifications for the position. Please submit a cover letter and resume and an internal CityWest Application in confidence to the attention of Human Resources by email to recruitment@cwct.ca. Thank you for your interest.