



Outside Sales Representative

Nature of Work

Reporting to the Field Sales Lead, the Sales Representative is responsible for contacting potential customers in our base as well as connecting with customers in future communities via telephone, email and in person. The Sales Representative will be proactively selling CityWest services within our current and future fibre footprint.

To be successful as a Sales Representative you should have a positive attitude and excellent in person and 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 in person or 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
- 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
- 1-3 years of sales or marketing experience
- Ability and willingness to travel frequently to remote areas of BC
- 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
- Must have valid driver's licence

To apply for the position, submit a *résumé* and cover letter to the attention of Human Resources at recruitment@cwct.ca

We thank all applicants in advance for their interest, but we will only be contacting short-listed candidates for interviews.