



Regional Sales Representative

Remote – Preferable BC Coast Area

Nature of Work

Reporting to the Sales Manager, the Regional Sales Representative will visit our expansion markets to secure permissions for drops and sell services to both residential and business customers. 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. This is a wonderful opportunity for someone who likes to travel and bring some good to the communities we service.

Principal Accountabilities

- Connect with potential residential and business customers (in-person, over the phone or online), to communicate the benefits of becoming a CityWest customer and signing them up for services
- Create a viable and efficient out-reach 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
- 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

Required Education

- Secondary School Degree or Diploma
- Background in telecommunications is an asset, but not required

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
- Hunter mentality, able to meet and exceed sales quotas
- 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 submit a resume to the attention of Human Resources at City West 248-3 Rd Avenue West, Prince Rupert, B.C. or by email to recruitment@cwct.ca