



Field Sales Representative (Brandon, MB)

Description

WESTMAN COMMUNICATIONS GROUP (Westman) is seeking applications from energetic, highly motivated individuals to become part of our growing team!

Westman is an industry-leading communications provider based in Brandon MB, offering residential and commercial High-Speed Internet, Digital TV, and Phone services in communities across Manitoba. Established in 1977, as a locally owned and operated cooperative, Westman is dedicated to delivering competitive and innovative services, providing an exceptional member experience, and supporting the communities we serve.

What we have to offer:

- Competitive compensation package and motivating commission payout structure.
- Comprehensive group benefits plan (extended health; life; dental; vision; GRRSP; and health and wellness).
- Various Learning and Development initiatives, and opportunities to grow within our team!
- Opportunity to participate in company events and activities and enjoy our company perks!

What you'll do:

- Perform door-to-door selling of cable, Internet, and Home Phone services within WCG's service area.
- Generate new leads and build relationships with potential members.
- Follow-up with existing members and current WCG partners both in person and over the phone.
- Keep a detailed travel log, indicating dates, communities visited, and performed activities.
- Ensure organization and efficiency when working

Closing Date

November 1, 2024

Categories

Rural Opportunities

Employer

Westman
Communications
Group

Location

Rural

Address

1906 Park Avenue
Brandon, R7B0R9

Job Type

Full-time

Education Level

High School

independently, making informed decisions, taking initiative, and escalating issues to the Manager when necessary.

- Attend weekly meetings to discuss sales results, identify gaps and formulate new sales strategies.
- Provide friendly, professional service to new and existing members, responding promptly, and reporting feedback and issues to Manager.
- Identify and understand the needs of both new and existing members to deliver accurate information and recommend the most suitable services.
- Replenish equipment, brochures etc. for Telus dealers, as well as handling equipment return bins.
- Function as a brand ambassador and work to retain existing members.

Qualification

What you'll bring to the team:

- Minimum Grade 12 education or equivalent.
- Minimum 1-year post-secondary education in a Business, Technological field, or equivalent experience would be considered an asset
- Minimum 2-3 years of sales experience within a fast-paced and customer-focused environment. Door-to-door sales experience would be considered an asset.
- Minimum 2 years' experience in a customer service role consisting of daily interaction with customers both in person and by phone.
- Valid Driver's license and personal vehicle for travel between communities.
- Ability to work flexible hours.