

TERRITORY SALES REPRESENTATIVE

RESIDENTIAL SERVICES

In a Territory Sales Representative role, you will be an integral part the RALLY sales team, educating clients on new promotions and ensuring the RALLY brand is properly represented! Previous B2C sales experience is required. Bilingual candidates are preferred. This position is mainly evenings, in many locations across Toronto, Mississauga and Scarborough.

MAIN RESPONSIBILITIES:

- » Distribute marketing materials, perform sales presentations/demonstrations of RALLY services.
- » Maintain intimate knowledge of telecom industry products, services, fees and offerings.
- » Possess a working knowledge of latest IoT trends and consumer home networking.
- » Create and nurture a relationship with new and existing RALLY clients.
- » Expand branding initiatives consistent with corporate business goals and objectives that will assist with sales.
- » Ensure all products, services, and other offerings conform to RALLY brand and corporate standards.
- » Work with Property Managers to identify and develop sales opportunities within the RALLY client base.
- » Provide shift reports of the number of interactions, types of conversations and main obstacles to sale.
- » Report to Marketing Manager for support, expansion and feedback.
- » Utilize RALLY client portal to add new clients and update existing client accounts.
- » Responsibly handle credit card information as per RALLY security training.
- » Measure marketing campaign performance with feedback to Marketing Manager regarding conversations with residents, feedback on offers, etc.
- » Other duties as required.

REQUIRED QUALIFICATIONS:

- » Minimum 1-year of B2C sales experience.
- » Bilingual (English and Cantonese/Mandarin preferred).
- » Love technology.
- » Take pride in being organized and punctual.
- » Love people and social settings.
- » Ability to work in collaboration with others.
- » Solid organizational and problem-solving skills.
- » Self-starter approach with initiative.
- » Ability to work in a fast paced, changing environment with minimal direction.
- » Flexibility to work shift work within the 7 days of the week – evenings (up to 9 pm) and on weekends and holidays.
- » Ability to pass and maintain full security clearance as required (Criminal/Credit Checks).
- » Driver's license and access to a vehicle are a bonus.

RALLY OFFERS

- » Competitive pay rates.
- » Incentive and Commission programs.
- » Opportunity for growth, development and internal promotion.

TO APPLY:

Please submit your resume to apply@frontline.ca

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E info@rally.ca

rally.ca

Powered by Frontline Broadband Inc., RALLY is a pioneering Canadian technology company with over 15 years of experience. We use our true Fibre-Optic network to deliver unlimited ultra high-speed internet, 4K compatible HDTV, home phone services and smart sensor technology to create smarter condos and communities in the GTA.

With RALLY, you can expect an opportunity for growth in a fast-paced entrepreneurial environment brimming with team spirit and a "go get 'em" can-do attitude, an environment that fosters new ideas and thinking.

If this sounds right to you, then you sound right for us!