

Account Executive, Business Sales - Ottawa

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Company: OSL Retail Services

Location: Ottawa

Category: other-general

Overview

OSL offers an uncapped commission structure!

Account Executive, Business Sales

OSL Direct – Bell Authorized Agent

OSL Direct – Bell Authorized Agent has a people-first and award-winning culture. We believe in great people doing greater things, every day.

We are looking for passionate and motivated individuals to join our team as an Account Executive, Business Sales for the Bell Canada campaign!

Agents starting out can earn an average annual income of \$60,000.

Agents with a six-month tenure can earn an average annual income of \$88,000.

Agents with a one-year tenure or more, can earn an average annual income of \$99,000 or higher.

Let us show you how you can maximize your earning potential!

What does OSL Direct offer?

Competitive base pay of \$50,000, car allowance plus lucrative uncapped commission structure, monthly bonuses, and rewards that can total up to \$99,000 and more depending on performance. Our top performers are making close to six figure incomes

Paid car allowance, access to a vehicle is required for this role.

Tools for success: Smartphone & tablet, business cards, ID badge, Salesforce CRM

Training in Bell products and services to help you master your role

Job shadowing to set you up for success

Ongoing coaching, learning, and development opportunities

Internal career growth

25% discount on your personal residential Bell services

Company benefits including health and dental coverage (individual coverage paid 100% by the employer)

Fulltime flexible work schedule; evening and some weekend work are required to maximize customer contact

Here's where you come in...

Establish and support the sale of Bell products to small businesses through a variety of hunting strategies.

Work from a list of potential customers in the territory to promote Bell products such as Bell Wireless, Fibe Internet, Business Phone, Fibe TV and Security & Automation.

Visit Small Business customers in-person to prospect for these products.

Identify the specific needs of companies and offer tailor-made solutions while offering impeccable customer service.

Participate in weekly team meetings to develop strategies.

Use the Salesforce CRM system to assist with territory and funnel management

Demonstrate optimism, empathy and integrity to represent our Bell Canada customer's brand.

Do you have the keys to success?

Ambitious and proactive with an entrepreneurial mentality.

Meticulous in managing your time, evaluating priorities and achieving your tasks and goals.

Motivated to work in a rapidly changing environment where every day is rewarding

Persistent and motivated to achieve your goals

Full-time availability of 37.5 hours per week

A valid driver's license and access to a personal vehicle.

1 year of B2B experience in direct sales

Knowledge of CRM system (Salesforce)

About OSL Direct:

OSL is a people-first, award-winning company that provides outsourced sales solutions for some of North America's largest Fortune 500 companies. We believe in great people doing greater things, every day. At OSL, we hire passionate, driven people to be those sales leaders and who are ready for their next big career move. OSL people are professional, willing to adapt and learn new skills, and are social by nature. Our people are what make OSL an award-winning, leading sales and operational organization.

We are stoked to announce that OSL Retail Services has been recognized as a Winner in LinkedIn's 2021 Talent Awards!

The Talent Awards are a celebration of teams around the world who are moving the talent industry forward in innovative ways and we are thrilled to announce that OSL Retail Services has taken 1st place in the category of 'Best Culture of Learning (1,000-10,000 employees)'.

This award is particularly special to our organization as we continue to drive a culture of across the organization through learning and development. We are proud of our entire OSL family as well as our business partners across North America who have supported us throughout this journey and have gotten us this prestigious recognition. Congratulations as well to all our industry peers who were nominated and were finalists alongside us.

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