



<https://intscanada.com/job/account-consultant/>

Account Consultant

Description

Account Consultant (Sales & Marketing)

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.

Our team is expanding and recruiting for a Bell Account Consultant, a motivated and results-driven individual. If you're not afraid to tackle challenges, if you want the freedom to grow both professionally and personally, if you want to be part of a winning team, read on ...

What does OSL Direct offer?

- Competitive base pay, car allowance plus lucrative uncapped commission structure, and rewards that can total up to \$90,000 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, Bell branded clothing, 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...

- Using a variety of marketing strategies, including **kiosk events, presentations, and face to face canvassing**, you will drive the sale of Bell's full suite of residential products to customers who reside in apartment and condominium buildings (Bell Fibe TV, Internet, Home phone, Bell Smart Home and Bell Mobility)
- Build and maintain positive relationships with various building stakeholders (i.e., superintendents, property managers, resident managers, etc.) to ensure Bell services are presented to all prospective residents.
- Deliver best in class customer experience as an ambassador of the Bell brand
- Use the Salesforce CRM system to assist with territory and funnel management

Do you have the keys to success?

Hiring organization

INTS Consulting

Date posted

2023-07-14

- An ambitious self-starter with an entrepreneurial mindset
- An outgoing people person, helping and being around people energizes you
- Expert in time management, evaluating priorities, and accomplishing goals
- Motivated by rewards (uncapped commission means unlimited earning potential!)
- Demonstrated ability to be a team player
- Sales, Customer Service, and/or Marketing experience an asset
- Reliable access to personal vehicle and valid driver's license
- Ability for frequent travel across the region as required
- A flexible fulltime schedule that includes availability on evenings and weekends as required

Compensation:

- Base pay + uncapped commission
- Commission is paid on top of base salary. Most of your income will come from commissions
- Commission is paid per service unit activated
- The amount of commission you earn per service unit activated will increase as you hit specific sales targets bi-weekly
- Apply now and we'll show you all the details of the earning potential of this role!

About OSL Direct:

OSL is a people-first, award-winning company that provides outsourced sales solutions for some of North America's largest 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 #belongingacross 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.

Job Types: Full-time, Permanent

Benefits:

- Automobile allowance
- Company events
- Dental care
- Employee assistance program
- Extended health care

- Paid time off
- Store discount
- Vision care
- Wellness program

Application question(s):

- Do you have a valid driver's license and access to a reliable vehicle?
- Are you legally entitled to work in Canada on a permanent basis for full-time hours?

Work Location: On the road