



WESTMAN | COMMUNICATIONS GROUP

Together
WE BUILD

**New Connections
Stronger Communities**

SALES DEVELOPMENT REPRESENTATIVE (BRANDON, MB)

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.
- 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:

- Provide pleasant, professional, and knowledgeable service to new and potential residential and commercial customers.
- Research, qualify, and cultivate commercial sales opportunities via phone, email, etc.
- Contact existing members to recommend services best suited to their needs.
- Demonstrate a strong knowledge of the features, advantages, and benefits of our services.
- Process changes in the billing system to customer accounts, including processing work orders and changes of services.
- Respond to customer e-mails and requests in a timely manner.
- Identify opportunities and provide suggestions on ways to continuously improve sales strategies.
- Schedule meetings or calls between prospective clients and Account Executives to drive sales growth.
- Collaborate with Marketing and the management team to recommend other methods of generating and qualifying leads.

What you'll bring to the team:

- Minimum two years' of experience in sales whereby sales quotas are achieved for outbound sales targets.
- Minimum two years' of experience in customer service.
- Minimum one-year post-secondary education from a two-year diploma program in a related field, such as Business Administration.
- Experience with computer applications and programs, including Office 365; experience with CRM tools is considered an asset.
- Must be able to work flexible hours.

DEADLINE FOR APPLICATIONS: This position is open until filled.

As an equal-opportunity employer, we are committed to an inclusive and barrier free environment at Westman Communications Group and encourage applications from all qualified individuals. If you require a reasonable accommodation at any point during recruitment process or would like to request this posting in an alternate format, please indicate by emailing hr@westmancom.com of the accommodation requirements. While we thank each applicant for their interest, only selected candidates will be contacted.

**Apply today to join our team at <https://westmancom.com/careers>
and begin your exciting career journey with us!**

COMMUNITY • TEAMWORK • INTEGRITY • INNOVATION • CUSTOMER EXPERIENCE