

## **Outbound Sales Rep**

### **Position Overview:**

As a part of the Wireless Systems Solutions (WSS) sales team, you and your sales skills are critical to the growth of the WSS small and medium (SME) business client base. You will be actively involved with 2 key business objectives:

1. Seeking and identifying areas for new and expanded customer growth
2. Selling TELUS wireless and data products and services

These objectives will be accomplished through targeted prospecting, hunting, and closing skills. Successful team members are self-starters who are strategic in their account planning and management capabilities.

### **Responsibilities:**

- Cold calling prospective SME clients
- Promoting and selling wireless and data services
- Building trust, loyalty and solid long-term relationships with key decision-makers
- Understanding current and prospective customers' communication needs, business issues, and buying motives
- Conducting "needs analysis" for clients' wireless services
- Delivering the right solution for clients' evolving business requirements with prompt and efficient service

### **The Challenge (Key Deliverables)**

- To aggressively grow the Wireless Systems Solutions SME customer base
- Build and maintain your client base
- To consistently deliver on monthly sales targets and quotas

### **Qualifications**

#### **Required Knowledge:**

- Knowledge of the wireless communications industry is an asset

#### **Required Skills & Abilities:**

- Sales Methodology: Selecting and qualifying profitable wireless opportunities; achieving sales volume objectives with business customer accounts
- Ability to deliver on growth and profitability
- Effective time management and multi-tasking skills
- Strong interpersonal and communication abilities are essential
- Computer proficiency is required (MS Office)
- Local travel is required: A valid driver's license and driver's abstract (driving record will be reviewed and must meet the TELUS Corporate standard) will be required
- You must provide your own vehicle