



## Enterprise Solutions Manager Corporate Business Sales

**Position:** Enterprise Solutions Manager – Corporate Business Sales  
**Report To:** Director, Corporate Sales  
**Location:** Brandon, MB  
**Deadline:** November 17<sup>th</sup>, by 5:00pm

This is a challenging opportunity for the driven and committed career professional with proven leadership skills and a successful track record.

The incumbent will be responsible for acquiring new corporate and small business accounts, providing effective solutions to clients using innovative sales techniques, product knowledge and superior customer service to grow the business.

### Job Description

- Analyze and pursue opportunities to acquire new clients
- Represent the company with a positive attitude and a strong work ethic that will optimize customer loyalty and manage growth
- Develop account management strategies and relationships in order to be closer to decision makers and to protect the account of any competitive activity
- Owning executive-level client relationships, strategic business planning and service delivery
- Understanding current and prospective customers' communication needs, business issues, and buying motives
- Conducting "needs analysis" for clients' internet services
- Support customer issues, diagnose and find solutions by working with key internal staff to maintain the integrity of business.
- Delivering the right solution for clients' evolving business requirements with prompt and efficient service
- Propose ideas by participating actively in regular sales meetings and the administrative tasks required by the job.

### Preferred Qualifications/Competencies:

- 1-3 years prior Sales experience
- Experience in wireless telecommunications industry or, preferably large medium enterprise account management and / or large business considered an asset



- University degree in business administration or a related field
- Previous major account experience
- Proven ability to meet and exceed targets
- Strong planning and organizational skills, with the ability to anticipate problems and opportunities and develop effective solutions
- Self-motivated and able to grasp new concepts quickly.
- Ability to adapt to a dynamic environment in constant evolution.
- Exceptional customer service skills
- Innovative thinker
- Strong written and oral communication skills.
- Proficiency in a windows environment using MS Office; Excel, PowerPoint and Word.

**Salary: Commensurate with experience and education**

If you feel like this position is for you, please submit a detailed cover letter and resume to:

NetSet Communications  
5 Granite Road  
Brandon, MB  
R7A 7V2  
[careers@netset1.ca](mailto:careers@netset1.ca)

*NetSet Communications is one of Canada's largest Wireless Broadband private Internet Service Providers, well known for professionalism, integrity, and great service. By joining us, you will become part of a fast pace and dedicated team that works together to provide our clients with the highest possible level of service.*

*As a member of the team we would ask for your commitment to deliver outstanding quality and results that exceed client expectations. In return, we are committed to providing you with every opportunity to learn and grow to the highest level of your ability and potential.*