



297 Nelson Street W  
P.O. Box 448  
Virden, MB R0M 2C0  
Phone: 1-866-887-3669  
Email: [careers@rfnow.com](mailto:careers@rfnow.com)

## Residential Sales Associate

RFNOW Inc. is seeking applications from motivated individuals interested in joining our Residential Sales team. As one of our customer's first point of contact, you will be responsible for generating residential leads through a variety of outgoing service initiatives. You will have thorough knowledge of our marketing offers and promotional services and will help align customer's needs/interests to the right services and products offered by RFNOW Inc.

This role is for someone who enjoys managing timelines and coordinating with others, works well with different teams, can problem solve and has a keen eye for detail. You will work within our billing system, with Excel spreadsheets, Google Earth regularly, and other software applications. From time to time, you may be assigned special projects.

**Reports To:** Senior Sales Lead

### General Responsibilities:

- Sell services and products by establishing contact, developing re-pore and recommending the right service fit for each RFNOW customer.
- Maintain a high-level customer experience at all times by supporting clients from first contact to activated service.
- Maintain relationships with clients, by providing support, customer follow up and offering service upgrades and improvements.
- Maintain and support a detailed database of potential and established clients.
- Preparing service quotes based on pricing models and calculating costs.
- Working closely with other RFNOW departments and teams for scheduling and client care.
- Staying current and up to date on new service and product pricing offered to clients.
- Maintaining quality of service by establishing and enforcing organization standards
- Maintain professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks and participation in tradeshow and other RFNOW marketing events.

### Qualifications & Experience:

- University Degree or College Diploma in Business, Marketing or Communications preferred.
- 3 years experience in a sales or marketing role.
- Proven track record of meeting and exceeding sale targets and expectations.
- Excellent analytical skills with data-driven decision making.
- Strong communication and presentation skills.

### Requirements:

- Bending & Lifting abilities

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- This is a remote position where employees will require space and technology to support the role.

**Job Details:**

- Full time, Monday to Friday
- 80 hours per pay period
- \$18.00/hr and up, depending on experience
- Group Benefits package after 3 months of employment.

If interested, please forward your resume and cover letter detailing your interest and qualifications to [careers@rfnow.com](mailto:careers@rfnow.com).

RFNOW Inc. is an equal opportunity employer. We welcome applications from people from all backgrounds and capabilities. Applicants are welcome request necessary accommodations throughout our employment process.

**About RFNOW Inc.**

*RFNOW Inc. is a successful, dynamic organization with opportunities to grow and specialize in a number of areas within the field of technology and construction including broadband wireless communication, fibre optics, network architecture/maintenance, directional drilling, cable plowing, line locating, tower building, residential and commercial service connections, and heavy equipment operation and maintenance. Learn more at [www.rfnow.com](http://www.rfnow.com)*

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