

POSITION TITLE

Outside Sales Representative – Distribution

DESCRIPTION

Se7enLeaf is a fully licensed contract manufacturer and distributor of cannabis products that is opening its doors in Costa Mesa, CA. We have an exciting opportunity for you to be a part of a fast paced, fast growing industry.

This is a startup environment where you will receive the mentorship of seasoned professionals who have a proven track record in building organizations from small operations to worldwide operations in a variety of industries.

We are looking for an outside sales representative for wholesale distribution of cannabis products, that has previous experience in the cannabis industry and interaction with dispensaries or delivery outlets.

You will visit dispensaries throughout California to educate the retail outlets, consumers, and bud tenders on our brands and products portfolio.

The ideal candidate has a “Hunter” sales mentality, is goal driven and self-motivated, energetic, healthy, friendly, easy to get along with, and enjoys a competitive marketplace where a positive.

Travel is required, including client meetings and special events. Must possess ability to work independently and as part of a team and have excellent communication and interpersonal skills.

MUST be 21 years or older and have NO past felonies

Providing a link to your updated social media account is HIGHLY preferred but not required.

If selected to move onto the next interview step be prepared to quantify your past sales success or be prepared to explain in detail (presentations may be required) how you would approach a territory, how you plan to meet a quota and showcase your creativity as far as finding new accounts.

RESPONSIBILITIES

- Driving sales revenue and market share by managing a defined territory to achieve quota
- Prospecting new clients within a specified territory and presenting and selling the brands we represent
- Developing strong relationships with clients and delivering the highest levels of customer service
- Preparing proposals and presentations and giving product demonstrations

- Maintaining records of all account activity within our database
- Maintaining contact lists for each account
- Serving as the first line of contact with customers
- Additional duties and responsibilities as assigned

*****MINIMUM REQUIREMENTS*****

- Previous experience in the cannabis industry, specifically in a sales role or a dispensary setting
- Experience in and knowledge of the cannabis industry in California is a major plus
- Age 21+
- NO past felonies or criminal record
- Professional appearance
- Valid driver's license and good driving record
- Reliable transportation
- Proficient with Microsoft Office.
- Commission-based sales experience candidates preferred
- Bachelor's degree or equivalent preferred

EXPERIENCE and SKILLS

- Must be an active listener giving full attention to others, as well as conveying information effectively and be able to persuade others.
- Successful sales proven background- trade show experience a plus but not required
- Must use logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions or approaches to problems.
- Must have strong negotiating skills in order to reach a beneficial outcome.
- Must be service oriented in order to look for ways to help potential clients.
- Work with the management team to stay updated on product knowledge and be informed of any changes in company policies.

1-2 years of related sales experience (required)

COMPENSATION

Commission only or base salary + commission