



Sales Associate

Job Description

- Reporting to the Director of Product Management and the VP of Government Relations and Business Development
- Work with both domestic and international sales teams
- Close collaboration with the marketing and product management teams
- Tasks may include data entry for on-boarding distributors/retailers and listing products
- Relationship building and management with provincial distributors/retailers and bud-tenders
- Educating bud-tenders on our company and suite of products
- Following up and vetting up international buyers
- Coordinating documents with our legal team
- Tracking and reporting sales
- Market and competitor analysis and interpretation
- May be required to periodically attend onsite

Necessary Skills

- Sales experience, proven sales results
- Self-starter
- Resourceful
- Critical thinking and problem solving
- Great interpersonal and professional communication skills
- Strong organizational skills
- Strong written and verbal skills
- Great Microsoft Excel skills
- Ability to work independently (possibly from home) while effectively communicating with the wider team
- Willing to travel - Canada and potentially to Europe
- University/College Degree/Diploma in a relevant field
- Willing to work in a fast paced environment that demands creativity
- Previous Cannabis sales experience is an asset.
- Willing to learn and have fun

Job Type: Full-time