

Top Choice Organics - Salesperson

Garberville, California

A legal cannabis company located near Garberville, CA, is seeking an experienced **Salesperson** to join its team of cannabis growing professionals in the mountains of Northern California!

The **Salesperson** position will assist in the selling strategy of top choice medicinal marijuana cultivated on our 300+ acre farm. The **Salesperson** will bring new ideas, possess a strong work ethic, and propel the farm and its products forward in 2019.

Duties:

- Assist the Sales Director in overseeing the company's sales strategies and goals.
- Work closely with company executives to meet sales projections.
- Attentive to the monitoring and tracking of sales metrics.
- Manage key accounts and maintain consistent communication with those accounts.
- Develop effective introductory and closing strategies.
- Stay up-to-date with all activity in the company CRM.
- Prepare periodic sales forecasts and reporting.
- Work with the marketing team to develop customized sales tools.
- Represent the company at trades shows and industry events.
- Contribute to a fun, team-oriented, and challenging work environment in an innovative and progressive atmosphere.
- Communicate effectively with owners, supervisors, contractors, and employees.

Qualifications:

- 4-5 years of experience in a corporate sales leadership position.
- Preferred experience in the cannabis industry.
- Knowledge of general CRM activities and functions.
- Proven track record of successful team leadership and management.
- Must successfully pass an extensive background check.
- Must have a valid driver's license for business related travel.
- Willingness to pursue continued education in the cannabis industry.
- Over 21 years of age.

If interested, send an email with your resume to jobs@topchoiceorganics.com and we will respond promptly!