



Redbud Roots Believes you should pursue What Inspires You. It's the talent, skill and passion that each individual brings that truly makes this company what it is. This organization is committed to fostering a work culture that stimulates performance, collaboration and innovation, where diversity, recognition and work-life balance play an important role.

If you're passionate about helping people, please explore jobs with this company and discover opportunities to pursue whatever inspires you.

Redbud Roots is looking for the best and brightest to take their Medical Cannabis Grow to the next level. If you have passion and expertise in supply chain logistics, transportation, fulfillment, or business analysis, this is the company for you.

JOB SUMMARY

Redbud Roots is seeking a **Sales Representative** for the Michigan territory to join their team. The successful candidate will be responsible for cultivating new and existing relationships, identifying new opportunities, and following up on potential leads. The Sales Representative will also identify emerging markets and develop plans to utilize those markets to expand revenue.

RESPONSIBILITIES & DUTIES

- Identify potential customers, initiate and manage prospects through the sales pipeline and close opportunities; work with your key retail accounts to grow sales across all categories
- Primary responsibilities include but are not limited to the sale and distribution of all products, meeting a high level of call frequency and ensuring retail partners and Sales Managers are regularly informed.
- Sells products by scheduling sales calls to meet with current and potential customers to fulfill revenue and unit growth objectives assigned by company on a monthly/quarterly/annual basis
- Develops and implements sales strategies by determining the relevant factors (e.g., product, competition and pricing needs) of existing and potential accounts to effectively promote the company's products to appropriate customers
- Develops action plans (*i.e.*, weekly, quarterly, monthly) by analyzing quarterly and monthly sales
- Monitor competition by gathering information on pricing, products, market presence, etc. Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services
- Continuously improve through feedback Plan and perform sales calls, set appointments, and dispensary visits, service and manage all existing accounts in the assigned territory
- Occasional weekend work may be required to support industry trade shows, educational events and customer functions
- Completion of other tasks as required by Sales and Senior level managers.

REQUIRED EXPERIENCE, QUALIFICATIONS AND SKILLS

- High School Diploma + Associate Degree (Preferred Bachelor's Degree in marketing, sales or related field)
- Proven work experience as a sales representative (Cannabis, alcohol or pharmaceutical industry preferred) or the ability to learn a new industry
- Must have valid driver's license with a clean driving record and own reliable transportation
- Ability to travel throughout assigned territory
- Highly motivated and target driven with a proven track record in sales
- Excellent communication (written and verbal), interpersonal, and persuasive/negotiation skills
- Prioritizing, time management, organizational skills, analytical decision-making skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and openness to feedback
- Must maintain a high level of integrity, personal motivation, and sense of urgency
- To perform this job successfully, an individual should have proficiency with MS Office in a windows environment and familiar with sales tracking and reporting software (*i.e.* Microsoft Word, Excel, & PowerPoint)
- Prepare detailed sales info, brand position and performance updates at regularly scheduled meetings.

ADDITIONAL REQUIREMENTS

- Must be 21 years' old or older
- Refrain from consumption of all intoxicating substances before and during work hours
- Must pass all required background checks
- Exhibit an appearance and demeanor that is professional and responsible
- Must be and remain compliant with all legal or company regulations for working in the industry

PREFERRED QUALIFICATIONS

- A four-year degree with a background in sales and a proven track record of success will help in making this position a successful team approach to selling in the industry
- Strong relationship-building, analytical and selling skills are a must in this position
- Person should have a proven ability to take on a large number of accounts.
- Problem solving and the ability to be coached and directed by other teammates will allow collaboration.

Company offers a competitive, performance-based compensation package. Serious candidates should include a brief cover letter explaining your interest in the position and a resume.