

Sales Representative

Pioneer Interests – Denver, CO

Job description

At Pioneer Interests we are a vertically integrated cannabis company with businesses LOVA & Natty Rems, we grow plants, people, and community. Everything we do is rooted in our mission and rooted in the plant. If we nurture the plant, the people in our organization, and our community, we know we can change lives together.

Sales Representative

Summary: This position is responsible for representing our company, products, and processing opportunities to licensed cannabis retailers across a specified territory. They will work as part of a sales team to execute sales strategies, brand position strategies, and business development strategies to maximize sales.

Essential Functions:

- Actively seek out processing and wholesale relationships with potential clients in set territory
- Serve as primary point of contact for all client services providing exceptional customer service in every interaction.
- Communicate with the Fulfillment Team to effectively fill wholesale needs.
- Coordinate pickup and delivery of raw material, finished product and/or money as necessary.
- Collect all required information and documentation from clients prior to the processing of raw material and relay information to the appropriate department. This includes contract, license and tax documents, logos, and ingredients.
- Actively network and attend community and cannabis events as a representative of the Natty Rems Brand
- Responsible for the appropriate and timely completion of all field reports such as daily visits, weekly reports, CRM, emails
- Represent the Natty Rems brand with positivity and integrity
- Self-motivated with the ability to work effectively as a team.
- Perform miscellaneous tasks as assigned.
- Demonstrate a passion for the industry and working knowledge of cannabis products.
- Demonstrates ability to work independently with minimum supervision; to prioritize and resolve problems; to complete tasks while working under pressure with multiple interruptions.

- Ability to communicate courteously and effectively.

Experience Requirements:

- Prior sales or retail experience is preferred
- Demonstrate a passion for the cannabis industry.
- Possess a working knowledge of the Natty Rems / Concentrate Remedies product line and process.
- Possess a professional manner and attitude.
- Ability to work independently with minimal supervision.
- Complete tasks while working under pressure with multiple interruptions.
- Ability to prioritize and meet deadlines.
- Possess excellent communication skills.
- Have a working knowledge of applicable federal, state and local laws and regulations as they pertain to the industry, safety, personnel management, internal directives and standard operating procedures.

Job Requirements:

- High School Diploma or equivalent combinations of education and experience may be considered, including internal experience.
- Previous experience preferred.
- Must consent to and successfully pass a background check.
- Have a Colorado driver's license or State ID card.
- Be a minimum of 21 years of age.
- Possess a Colorado MED occupational badge.
- Be and remain compliant with any and all legal or company regulations for working in the industry and immediately report any compliance issues to their supervisor's attention.
- Must have reliable transportation.
- Complete discretion and confidentiality are always required of this position.

Working Conditions:

- While performing the duties of this job, the employee is regularly required to perform grasping, talking, hearing, seeing and repetitive motions.
- May be required to stand and/or walk for extended periods of time. Must be able to lift, carry and balance up to 75 pounds (200 pounds with assistance).

Base Pay \$35,000-\$40,000 annually + Commission + Bonus Opportunity

Pioneer Interests is an equal opportunity employer. We are committed to cultivating an environment where people of all backgrounds and identities are included and feel valued for the work they produce and the perspectives they bring.

Job Type: Full-time

Salary: \$35,000.00 - \$40,000.00 per year

Benefits:

- Dental insurance
- Health insurance
- Paid time off
- Vision insurance

Schedule:

- Monday to Friday

Supplemental Pay:

- Bonus pay
- Commission pay
- Monthly bonus

License/Certification:

- Driver's License (Preferred)

Work Location: On the road