

Grizzly Peak™, California's premium, indoor grown flower brand, is looking for a talented, competitive, and responsible Sales Executives that thrive in generating and closing sales. The Sales Executive plays a fundamental role in leading customer conversations and execution of client agreements for Grizzly Peak's cannabis products. Ideal candidates should be experienced and comfortable in discussing cannabis products, making a high volume of calls daily, hosting meetings, generating interest, qualifying prospects, and closing sales.

#### Essential Functions

- Sourcing new sales opportunities through inbound follow-up and using own resources to create new opportunities
- Understanding customer needs and requirements
- Closing sales and achieving monthly and quarterly quotas
- Researching accounts, identifying key players, and generating interest
- Maintaining and expanding database of prospects and customers
- Traveling to customer facilities and attending trade shows as needed
- Attending company meetings as requested by company

#### Ideal Qualifications

- Proven sales experience
- Track record of over-achieving quota
- Strong presence and experience working with cannabis retailers
- Proficient with corporate productivity, CRM, and web presentation tools
- Excellent verbal and written communication skills
- Strong listening, presentation, and organization skills
- Ability to pay attention to details and strategize
- Ability to multi-task, prioritize, and manage time effectively
- 2+ years in the cannabis industry

#### Physical Requirements

While performing the duties of this job, the employee is regularly required to talk, see, and hear. The employee frequently is required to stand; walk; use hands to finger, handle or feel; and reach with hands and arms.

Grizzly Peak complies with the Americans with Disabilities Act (ADA), as amended by the ADA Amendments Act (ADAAA), and all applicable state and local fair employment practices laws, and is committed to providing equal employment opportunities to qualified individuals with disabilities.

Consistent with this commitment, the Company will provide a reasonable accommodation to disabled applicants and employees if the reasonable accommodation would allow the individual to perform the essential functions of the job, unless doing so would create an undue hardship.

#### Grizzly Peak is an Equal Opportunity Employer

Grizzly Peak provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.

This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.

Grizzly Peak embraces diverse perspectives, and we value unique human experiences. We are proud to be an equal opportunity employer that celebrates the diversity of the communities where we live and do business.

Job Type: Full-time

Pay: \$49,166.00 - \$141,941.00 per year