

JOIN THE TRIBE

SALES SUPPORT SPECIALIST

If you're a fit for this position and are excited to join The Tribe Companies, submit your resume and cover letter to sales@tribecypher.com. ***IMPORTANT*** Please include your region of interest in the subject line.

COMPENSATION: Competitive salary plus bonus

As a Tribe Companies Sales Support Specialist, you will be responsible for supporting the Director of Sales & Sales Partnership Managers in the region you are hired for.

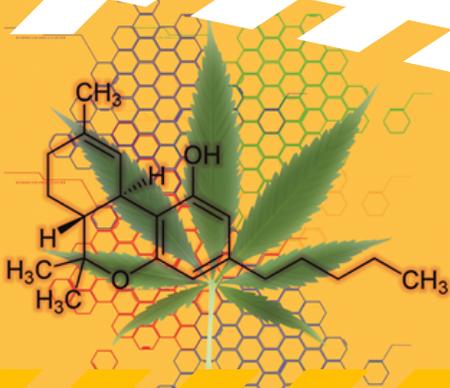
We are currently hiring Sales Support Specialists in both the NORTHERN and SOUTHERN CALIFORNIA regions.

RESPONSIBILITIES

- Actively seek new business opportunities to reach or exceed weekly sales goals
- Compile daily lists of leads and delegate individual leads to sales team
- Handle administrative duties the sales team and scheduling of client meetings
- Assist sales team with developing and implementing strategic sales plans/initiatives such as new-product activations, product promotions, and customer education workshops
- Utilize a CRM platform to assist with tracking and maintaining opportunity pipelines and managing accounts
- Perform data entry duties with regard to sales figures, metrics and other key data
- Work in close alignment with sales reps to achieve optimized sales results
- Assist with Tribe's sales and marketing departments to support sell through and increase brand awareness
- Participate in all sales meetings, team events, and sales training as required
- Attend workshops, review professional publications, and build professional networks

YOUR SKILLS

- Demonstrated business acumen around opportunity management, sales planning, territory planning, and sales forecasting
- Ability to utilize sales processes to uncover client objections/concerns, articulate value proposition to clients, and determine appropriate solutions
- Apply and synthesize data/information regarding individual accounts and the territory portfolio
- Maintain a thorough understanding of the cannabis industry, including trends, legislation, business processes, market analyses, and competitors
- Strong analytical thinker and problem solver who thrives in a fast-paced, entrepreneurial environment



- Possess a strong work ethic and self-motivated with limited supervision
- Utilize strong negotiation skills
- Be goal-oriented and committed to achieving measurable results
- Possess excellent verbal, written, presentation and communication skills
- Possess effective time management interpersonal & organizational skills
- Have an energetic and a friendly disposition
- Ability to work effectively within a team environment and under pressure
- Ability to acquire/maintain knowledge of a variety of products
- Ability to effectively collaborate laterally and vertically within the company
- Knowledge in standard office programs including Microsoft Word and Excel
- Proficiency in social media platforms

REQUIREMENTS

- Being a part of the Tribe means you have a passion for the cannabis industry, impeccable business ethics, competitive drive, and a willingness to learn and follow our success program.
- Must be over 21 years old and possess a dependable car, valid driver's license and acceptable driving record
- Bachelor's Degree or equivalent experience with B2B sales
- Experience in building and maintaining client relationships
- Residence of California
- Ability to travel in assigned territory daily as well as limited overnight travel

WHY YOU SHOULD JOIN

The Tribe Companies offers a fun environment and rewarding career for high performing people that would like to be a part of a dynamic, fast growing company. We offer a market-leading compensation package that includes a competitive salary and bonus along with health, dental & vision insurance and paid vacation.

Other reasons to join the Tribe, include:

- High performance, results driven work environment
- A no-walls work environment - the Californian sky, air and land are your office
- Paid sales training including (training materials, lodging, fees, etc.)
- Full-time sales support to help manage appointments, demand, and ever-growing customer list
- Extensive client base of existing high-demand customers
- Sales contests, incentives and trips
- Unique Sales team meetings that are interactive and engaging
- Strong community involvement with a spirit of giving back
- Unique work climate utilizing state-of-the-art equipment and technology

EQUAL OPPORTUNITY EMPLOYER

The Tribe Companies believes in diversity throughout our organization. We value the contribution of all our employees and partners. As such, we are proud to be an equal opportunity employer and will consider all applications without regard to race, marital status, sex, age, color, religion, national origin, veteran status, disability or any other characteristic protected by law.