

# Sales Manager

Kemosabi

Six Nations, ON•Hybrid work

\$55,000–\$65,000+ a year - Full-time

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## Full job description

Kemosabi is a First Nations, owned and operated cannabis production company located in the heart of Six Nations of the Grand River Territory. Being a First Nations owned company, we take pride in producing quality products for our customers, all of our products come with a third party Certificate of Analysis outlining all of our testing to ensure our customers safety. All Kemosabi products are made in house on Six Nations of the Grand River Territory in accordance with Six Nations Cannabis Commission regulations.

How we became Kemosabi:

Being a family owned company we felt that it was paramount that we create a legacy brand that will live on forever. The name Kemosabi is derived from the old western films, "Lone Ranger" starring Six Nations' very own and our uncle, Jay Silverheels. Uncle Jay played the Native American character "Tonto", sidekick to the Lone Ranger. During the show, Tonto is often heard saying, "Hey Kemosabe", which in the show meant "your trusted friend". We at Kemosabi felt that resonated with us wholeheartedly. We want to be your trusted friend in the cannabis industry and do right by our customers and our community by supplying premium products that have been tested and approved.

Kemosabi's core values are the driving force and energy behind everything we do. These values drive our culture, our business philosophy and our philanthropic efforts. It is the cornerstone for all that we do here at Kemosabi.

Are you ready to embark on an exciting journey as a **Sales Manager** at KEMOSABI? In this role, you will be at the forefront of maintaining positive customer relations, proudly representing the KEMOSABI brand, and propelling our sales growth. We're looking for a dynamic individual who thrives as a connector with existing clients and will forge new relationships with potential customers.

## **Essential Duties and Responsibilities include the following.**

- Develop an in-depth understanding of Kemosabi products and their features/benefits
- Build and recruit an effective and energetic Sales team of 1-3 people
- Drive Sales & Market Share growth
- Build strong relationships with all retail account stakeholders
- Analyze, plan, establish and maintain an efficient and productive weekly call pattern
- Collaborate closely with company management to boost sales and brand recognition
- Creatively influence development teams and store advocates to on-board new and additional products
- Contribute to the overall marketing plans of the company
- Schedule and execute events, and customer appreciation pop-ups to educate end-consumers and budtenders
- Schedule and execute budtender education to capture advocates and help influence sales
- Achieve and exceed assigned Sales Targets
- Influence in-store merchandising and marketing opportunities to position ourselves as a premier partner
- Create and foster a transparent, concise and timely communication style internally and with externally stakeholders
- Coordinate a team and regional approach to sales channels
- Process and coordinate sales fulfillment
- Timely and accurate updating of CRM systems and sales tools
- Stay informed of competitor products, services and other general information of internal interest
- Ensure all activities adhere to Six Nations Cannabis Commission Laws and regulations

## **Qualifications**

- Demonstrated experience in cannabis or related industries with a proven track record of sales success
- Proficiency in Microsoft Office software and data analysis
- Experience within the cannabis industry, specifically the Indigenous market, an asset
- Extensive knowledge of cannabis products and industry trends.
- Willing to gain research and understand the regulations of the SNCC and/or Indigenous Cannabis issues
- Knowledge of the Health Canada Cannabis Act an asset
- Highly motivated and results driven
- Possess high attention to detail, prioritization, time management and organizational skills with a positive, goal-oriented attitude
- Effective communication skills in English, both verbal and written
- Flexible hours based on business needs
- Problem solver that thrives under pressure in a fast paced environment
- Possess basic mathematical skills: addition, subtraction, multiplication and division

- Willingness to undergo a background check
- Cansell certification an asset
- Must be 19 years of age or older
- Valid driver's license, access to reliable transportation and willingness to travel extensively within the assigned territory.

Education, Experience, & Misc Requirements:

- High school diploma or GED is required
- Extensive experience with cannabis sales or retail
- Reliable transportation

**Compensation:**

**The successful candidate will receive a competitive salary of \$55,000-65,000+ CAN base and percentage based bonus amount, paid holidays, PTO and paid health, dental and vision insurance.**

**Kemosabi is an equal opportunity employer.**

**Please submit your resume to: [info@kemosabi.ca](mailto:info@kemosabi.ca)**