

Entry-Level Sales Representative

Mobius is the largest and most innovative cannabis processing equipment manufacturer globally. We specialize in large-scale pharmaceutical-grade equipment and count over \$10 billion in market cap companies as part of our growing customer portfolio. We are looking for a motivated Sales Representative to help us reach the company's aggressive growth targets for 2022 and beyond.

This position has incredible growth potential; in the last year, we had a team member move up from outbound calling to a Business Development Sales Rep position, and he is now a senior sales associate. No experience is necessary — we only ask that you bring a great attitude and a hunger to learn. The main goal of the entry-level position is to make outbound calls off pre-existing lists, with the goal of setting appointments for the senior sales team, but there is room to make this role into whatever suits your strengths.

If you are personable, motivated, and interested in joining our rapidly growing sales team, please read on!

To learn more about what we make at Mobius, please visit www.mobustrimmer.com.

Location

Surrey, BC

Wage

Starting at \$22 - \$24 per hour, but once you reach the top level, you will move into a salaried position.

Job Perks

In addition to working with an awesome group of people, we offer a comprehensive benefits package after three months of full-time employment. After one full year of employment, employees are eligible to participate in the company's Employee Stock Ownership Plan.

Duties

- Prospect and qualify leads
- Set appointments
- Execute a set number of outbound actions each week
- Present products and promote their benefits via video and on the phone
- Build rapport and gather information via video and over the phone.
- Track and manage information, deals, and activities in the company's CRM (HubSpot)
- Triage incoming calls between our three locations and two equipment brands.

The Ideal Candidate Will...

- Enjoy the challenge of cold calling and talking to new people
- Have the ability to present products and promote their benefits in person and on the phone.
- Demonstrate outstanding customer service, communication, and organizational skills
- Posses an upbeat, customer-first personality
- Be fast and highly proficient with technologies such as video calling, texting, and CRM systems
- Be professional and able to quickly establish rapport and credibility with customers
- Be highly motivated to grow professionally

Applications

Please take the following steps to apply:

1. Complete the Predictive Index at the following link:
https://assessment.predictiveindex.com/bo/g50/Mobius_Sales
2. Submit your application, addressing the requirements of the job poster, to careers@eteros.com.

Note, only applicants who have completed the Predictive Index and have provided a resume and a brief 150 word or less description on why they would like this job will be considered. Applications missing any one of these three elements will be rejected without review.

Additional Information

The Mobius brand is part of Eteros Technologies (www.eteros.com). Eteros Technologies is based in Canada and has offices throughout Canada and the United States.

Workplace culture is extremely important to us at Eteros Technologies. It is a tangible feeling that becomes contagious when you have the right people in place. So, what type of person is the ‘right fit’? Here is what we are looking for when it comes to fit:

Right Fit	Not a Fit
Can-do attitude	“That’s not my job” mentality
Strong work ethic	Not eager to learn
Sense of urgency	Lackadaisical
Resourcefulness	Not putting in an honest day’s work
Follow-through	Not a team player
Passion in your work	Not taking ownership
Happy people	Watching the clock