

Director of Sales, Mobius Brand

Mobius is the largest and most innovative cannabis processing equipment manufacturered 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 an aggressive and motivated Director of Sales to lead our sales efforts to reach the company's aggressive growth targets for 2022 and beyond.

The Director of Sales will be responsible for building out both the processes and the team necessary to meet (perhaps exceed!) the annual sales goals for Mobius. The Director of Sales will be responsible for implementing the program and, in particular, for holding themselves and the Sales Team accountable for their sales activities and results.

If you are an experienced and driven sales professional who is capable of delivering results, please read on!

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

Location

Surrey, BC

Salary

Unlimited earning potential with uncapped commissions

Base + commissions expected to exceed \$150,000

Travel Requirements

Must be willing to travel (approximately 20% of the time)

Must possess a valid driver's license

Must possess a passport

Job Perks

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

Duties

- Establish a sales process to generate, qualify and close inbound and outbound sales leads
- Recruit, train and mentor sales team members
- Hold sales team members accountable for delivering results

The Ideal Candidate Will...

- Have a proven track record of increasing sales, both individually and as the leader of a sales team
- Have the ability to identify and nurture sales talent in others
- Bring outstanding customer service, communication and organizational skills to the table and build this into the sales process
- Previous experience in consultive, commercial sales in the cannabis, automotive, equipment, or agricultural markets is an asset.

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 both a cover letter and resume 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