

Mobius Commercial Sales Representative, North America

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 an aggressive and motivated Commercial Sales Representative to help us reach the company's aggressive growth targets for 2022 and beyond.

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 35% 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

- Prospect and qualify leads
- Drive brand awareness
- Meet with customers, dealers and partners to develop key relationships
- Manage the entire sales cycle from prospecting to closing the deal
- Influence and sell at all levels of an organization up to the C-Suite
- Discover pain points, formulate and test value propositions, handle objections
- Compose commercial quotes
- Exceed established sales targets
- Represent Mobius at industry events, trade shows, and conventions
- Work effectively from various locations, including while on the road
- Track and manage information, deals, and activities in the company's CRM (HubSpot)

The Ideal Candidate Will...

- Have a sales hunter mentality
- Enjoy cold calling and closing new business at all levels of an organization

- Have a proven track record of increasing sales through self-generated opportunities
- Demonstrate outstanding customer service, communication and organizational skills
- Posses an upbeat, customer-first personality
- Be technically and mechanically inclined in order to understand and communicate the technical differentiators of the equipment
- Be professional and able to quickly establish rapport and credibility with customers
- Be flexible to work weekdays and weekends
- 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/q50/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