

Trinator Channel Sales Manager, North America

Born in NorCal, the Trinator brand started small and has grown to become one of the most trusted names in cannabis and hemp processing equipment globally. To continue that growth, we need a strong and driven Channel Sales Manager to manage the Trinator dealer network throughout North America. Your impact will be measured by your ability to grow Trinator's channel partner business through sales and relationship management.

Check out what we make at Trinator here: www.thetriminator.com

Location

Denver, CO

Salary

\$80,000-\$100,000, plus commission

Travel Requirements

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

Must possess a valid driver's license

Must possess a valid passport and have the ability to travel throughout North America

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

- Drive significant YOY sales growth through Trinator's retail sales channels
- Identify and increase sales in new and underperforming retail accounts
- Strengthen existing relationships to increase market share
- Implement channel- and partner-specific promotions, education programs, and incentives to deliver on sales goals
- Influence and sell at all levels of an organization up to C-Suite
- Direct field representatives to accomplish sales and marketing objectives
- Facilitate all channel-specific duties including lead generation, presentations, negotiations, and closure
- Represent Trinator at industry events, trade shows, and conventions
- Meet with customers, dealers, and partners to develop key relationships
- Work effectively from various locations, including while on the road
- Compile information in the company's CRM (HubSpot) related to customer and prospect interactions, including:
 - Call & appointment history
 - Future opportunities
 - Quote activity with probability of sale conversion
 - Status of sales opportunities

- Other duties as assigned

The Ideal Candidate Will...

- Have a proven track record of increasing sales through channel networks
- Have a positive, magnetic, customer-first personality
- Be an energetic self-starter with the ability to maximize sales and marketing efforts, both independently and within a team
- Be capable of harvesting new relationships and develop existing
- Possess the talent to sell at all levels of an organization
- Have demonstrated success with strategic selling, negotiations, and relationship management
- Be professional, punctual, organized, and respectful
- Be flexible to work weekdays and weekends
- Will have previous experience in channel sales within the cannabis, automotive, equipment, or agricultural markets.
- Have a valid drivers license, good driving record, and reliable vehicle

Applications

Please take the following two steps to apply:

1. Complete the Predictive Index at the following link:
https://assessment.predictiveindex.com/bo/q50/Trinator_Sales
2. Submit your application, addressing the requirements of the job poster, to careers@eteros.com

Additional Information

The Trinator brand is part of Eteros Technologies (www.eteros.com). Eteros Technologies is based in Canada and has personnel at locations 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