

Trinator Sales Road Warrior

Want to tour the US in a custom toy hauler decked out with the latest Trinator equipment? Are you great with people, love to travel, and have a passion for cannabis and innovative products? Then this is the role for you!

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 an enthusiastic and tireless Sales Road Warrior to tour North America and meet face-to-face with the Trinator retail dealer network.

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

Location

United States

Salary

\$60,000-\$80,000, plus commission

Travel Requirements

Must be willing to travel extensively (approximately 90% 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

- Create and nurture relationships with customers, dealers, and industry partners to promote sales
- Generate brand awareness through partnership events and education workshops
- Represent Trinator at industry events, trade shows, and conventions
- Work effectively while living on the road
- Report information in the company's CRM (HubSpot) related to customer and prospect interactions, including:
 - Call & appointment history
 - Future project opportunities
 - Quote activity with probability of sale conversion
 - Status of sales opportunities
- Set-up and maintain instore displays and promotional items at retail locations
- Other duties as assigned

The Ideal Candidate Will...

- 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 able to present products and promote their benefits in person and on the phone

- Have a strong interest in contributing to the growth of the business
- Be able to quickly build rapport and gather information via face-to-face interactions and over the phone
- Understand and create engaging social media content from their daily activities
- Be professional, punctual, organized, and respectful
- Have a valid drivers license, good driving record, and reliable vehicle
- Be flexible to work weekdays and weekends
- Have a demonstrated record of success in an outbound sales environment
- Have previous experience with cannabis, automotive, equipment, or agricultural sales

Applications

Please take the following two steps to apply:

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

Additional Information

The Trimator 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