



Sales Representative – CBD Refinement and Co-packing

Location: Eugene, OR

Job Type: Full-time, Base Salary + Commission

About Us:

We are Solida Labs Inc., a leading CBD refinement and co-packing company dedicated to producing high-quality products and innovative solutions for brands in the US and internationally. Located in Eugene, Oregon, we pride ourselves on our state-of-the-art facilities and our collaborative team environment.

Job Description:

We are looking for a dynamic and experienced Sales Representative to join our team. This role involves promoting our comprehensive wholesale catalog to both US and international brands, with the aim of establishing strong business relationships that lead to co-packing opportunities and overall business growth.

Key Responsibilities:

- Proactively market our wholesale catalog to potential clients, focusing on CBD refinement and co-packing services.
- Build and maintain relationships with a diverse client base to expand our market reach and influence.
- Collaborate with our CEO, Brand Development Manager, and management team to align sales strategies with company goals.
- Identify and capitalize on new business opportunities to increase revenue and market presence.
- Provide expert knowledge and updates to clients regarding our products and services.
- Attend industry conferences, trade shows, and networking events to promote our brand and forge new business relationships.

Requirements:

- At least 5 years of direct sales experience, preferably in the industrial hemp or CBD market.
- Proven track record of meeting or exceeding sales targets.
- Strong understanding of the CBD industry and market trends.
- Excellent communication, negotiation, and interpersonal skills.

- Ability to work effectively in a fast-paced, team-oriented environment.
- Self-motivated with a results-driven approach.

What We Offer:

- Competitive base salary with attractive commission opportunities.
- Comprehensive health insurance and benefits package.
- A chance to work directly with senior leadership, including direct interactions with our CEO.
- Opportunities for professional growth and advancement within a rapidly growing industry.

Apply Now:

If you are a seasoned sales professional with a passion for the CBD industry, we would love to hear from you. Join us in shaping the future of CBD refinement and co-packing. Please submit your resume and a cover letter detailing your experience and why you are the best fit for this role.

We are committed to creating a diverse environment and are proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status. We value diversity and encourage all eligible candidates, from all backgrounds, to apply as we strive to foster an inclusive workplace where everyone can thrive.