



Account Manager

As the Account Manager for Treeworks it is your responsibility to build and maintain relationships with our dispensary partners across the state as well as seek out new account opportunities. You will be tasked with creating and meeting sales goals and finding clear solutions for any issues that arise regarding payment, order shrinkage, or account retention. This job requires excellent communication skills and a strong knowledge of the ever-developing cannabis industry.

Location/ Territory

- Massachusetts

Responsibilities

- Build and maintain strong relationships with dispensaries and wholesale clients.
- Educate clients on product offerings, inventory, and industry trends.
- Collaborate with marketing and sales teams to develop strategic plans for account growth.
- Manage dedicated Brand Ambassador/Sales Assistants.
- Assist with order fulfillment, invoicing, and resolving client issues.
- Identify new business opportunities and contribute to revenue growth.
- Attend networking conferences and events to build business and strengthen our reputation.
- Assist the accounting team to ensure clients are making on-time payments.
- Visit retail stores weekly and build relationships with retail sales associates, buyers, and store managers.

Qualifications

- Strong understanding of Massachusetts cannabis laws and compliance requirements.
- Excellent organizational, communication, and relationship-building skills.
- Experience with CRM software and data analysis.

Experience

- 3-5 years of sales experience
- Previous experience in cannabis account management/sales
- Proven track record of sales success

Compensation

- \$60-70k base + Bonus and Commission
- Health Insurance
- PTO

Schedule

Flexible, Hybrid. 2 days on the road per week required

HOW TO APPLY

Please include a cover letter about why you believe you're a good fit for Treeworks. Be sure to include any relevant experience and the best means to contact you.

Employee's Name:

Date:

ABOUT TREEWORCS

Treeworks of Massachusetts is a High Times Cannabis Cup multi-award winning, premium cannabis brand in the state of Massachusetts. We are a rapidly growing, locally owned brand with products on over 170 dispensary shelves throughout the state, across 5 different product categories.

Treeworks' prioritizes applicants who live in the towns determined as areas of disproportionate impact by the Massachusetts Cannabis Control Commission. Specifically targeting Holyoke, Springfield, Greenfield, Amherst and West Springfield. We are also seeking to hire minorities, persons with disabilities, women, members of the LGBTQ community, as well as individuals that have a drug-related CORI but are otherwise legally employable in a cannabis-related enterprise.

Employee's Name:

Date:
