

Job Title: Sales Executive

What is POSaBIT?

POSaBIT is a well-funded FinTech startup, working exclusively within the cannabis industry. We build unique solutions, leveraging cryptocurrency and blockchain technology, to create new and better financial services and transaction methods. Our home base is just outside Seattle (Kirkland, Washington).

Top Reasons to Work with Us

- Our target markets are growing at 25X over the next three years.
- Being part of this new industry, customers need our innovative solutions making us uniquely positioned to capitalize on a once-in-a-lifetime market opportunity.
- We have an undeniable positive impact on our customer's business, providing tremendous value and solving critical pain points.
- We offer a fun, dynamic workplace staffed by passionate individuals who are committed to achieving something special.
- Your contributions will be visible and be impactful!
- Proactivity and risk-taking are encouraged and rewarded.

Role Responsibilities

- Implementing and executing the go-to-market sales strategy for our Software as a Service products that include both a point of sale system as well as a payment processing platform
- Owning our sales metrics – delivering on KPIs
- Executing the sales process: Cold calling, warm calling, lead follow up, channel partner support and management, technology/software presentations and demonstrations, gaining agreement, good CRM hygiene, etc.
- Communicating and collaborating with our founding team, working directly w/ our Chief Revenue Officer to build a robust funnel of opportunity, delivering accurate forecasts and meeting monthly and quarterly objectives
- Being the voice of the customer and providing unique insights about the customers in our target markets and what's most important to them, so that we can continue to deliver unique and meaningful value.

What You Need for the Position:

- At least 3 years of relevant sales experience delivering results for a software or technology company (preferably SaaS and startup experience)
- Ability to work remotely and independently

- Solution selling experience
- Superior listening and communication skills
- Ambition and the aspiration to capitalize on a unique opportunity
- You are comfortable being uncomfortable and willing to dive in to solve problems – i.e. – you get the startup life!
- A willingness to “figure it out” and “make it happen”

What’s In It for You

- You get to work in a fast growing industry experiencing rapid growth
- Opportunity to make a significant impact
- Stock options, benefits (medical, dental, vision, 401k)
- Medical, Dental and Vision coverage
- You can bring your dog to work!

POSaBIT Inc. is an Equal Opportunity Employer

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, protected veteran status, or any other characteristic protected by law.

Your Right to Work – *In compliance with federal law, all persons hired will be required to verify identity and eligibility to work in the United States and to complete the required employment eligibility verification document form upon hire.*