



POSaBIT is a well-funded FinTech startup, working exclusively within the cannabis industry. We build solutions to create new and better financial services and transaction methods for our customers. Our home base is just outside Seattle, but we are looking for candidates from all over the country that can work remotely. We are currently looking for a Sales Operations Specialist to help us with our sales operations.

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 impactful!
- Proactivity and risk-taking are encouraged and rewarded.

Role and Responsibilities

- Manage the Salesforce implementation that supports the daily operations of the sales organization
- Help coordinate sales forecasting, planning, and budgeting with the CRO and Finance team
- Build and monitor sales incentive programs, making sure they are aligning with the goals of the organization
- Work with marketing to build sales collateral
- Coordinate travel and attendance of the Sales team at industry events
- Help with ongoing training of Sales team members on the technology platforms used
- Manage and distribute sales leads to the correct team members
- Investigate and resolve any Sales systems-related issues as they arise
- Assist in special ad-hoc tasks

What You Need for the Position:

- Bachelor's degree or equivalent experience required



- CRM - experience with Salesforce platform preferred
- 1-3 years of experience in a similar sales operations role
- Strong written and verbal communication skills
- Attention to detail and commitment to delivering quality work

What's In It for You

- You get to work in a fast-growing industry experiencing rapid growth
- Opportunity to make a significant impact and be recognized for it
- Stock option plan
- Excellent benefits including – medical, dental, vision, 401k, life and disability insurance

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.