



Enterprise Account Manager

Company Description

MJ Freeways Seed to Sale software solutions enables companies to manage and optimize their businesses while providing peace of mind compliance reporting to state regulators. Founded in 2010, MJ Freeway supports organizations across 30 states and 10 countries globally by serving as a key strategic partner in optimizing Cannabis operations.

MJ Freeway, the industry-leading business software and consulting service provider for the cannabis industry, is seeking an Enterprise Account Manager to join our Denver team. MJ Freeway is growing quickly in a fast-paced industry. This full-time position will manage and nurture relationships with MJ Freeway regulatory enterprise clients. We're a high-performance team seeking a self-motivated candidate, innovative, dedicated to giving our team and clients the best.

Job Description

As an Enterprise Account Executive with MJ Freeway, you will apply your extensive relationship building and consultative selling skills to initiate and support the sales of MJ Freeway solutions with Enterprise level companies. You will join a passionate, enthusiastic and successful team to be part of the most innovative cannabis software compliance company. If you want to be part of something exciting, please read on!

Key Responsibilities

The Enterprise Account Executive will:

- Utilize a consultative sales approach throughout the sales cycle to understand customers' and prospect's' business pains and their perception of potential solutions
- Consistently meet and exceed quota
- Develop substantial knowledge of MJ Freeway solutions, competitor and industry trends
- Provide accurate forecasts and reports on sales activities and projects
- Experience with delivering engaging demonstrations to prospects ranging from C-suite on down
- Experience with CRM tools and opportunity management systems, preferably Salesforce
- Proven ability to develop and manage pipelines and forecasts
- Excellent communication, negotiating, and closing skills
- Aggressive, positive attitude, strong organizational skills and a self-starter
- You will implement value-selling processes leveraging a wealth of knowledge of MJ Freeway's products and portfolio
- You will use your experience and consultative selling skills to initiate long-standing relationships with prospective customers and executive sponsors

How to Make an Impact:

As a sales all-star, you are hungry, intelligent, and have the ability and willingness to close a mix of complex enterprise and transactional deals. Your proven track record of sales excellence and familiarity with consultative selling methodologies will help you be a driving force in continuing MJ Freeways explosive growth.

What We're Looking for:

- 5+ years of enterprise SaaS sales experience
- Ability to work successfully in a team environment and independently
- Familiarity with consultative selling methods
- Proven track record of sales excellence
- Willingness to travel 10-20% of the time, or as needed
- College degree preferred

Additional Information

We are the industry leader in our space and we continually strive to innovate and grow, but there is always time to celebrate a success across all teams. We offer a competitive no cap compensation plan, generous PTO policy, medical, dental, vision insurance, and a 401K program.

- MJ Freeway is an Equal Opportunity Employer. All applicants will receive consideration for employment without regard to race, color, religion, sex, pregnancy, sexual orientation, gender identity, national origin, age, protected veteran status, or disability status.
- Candidates local to Denver are preferred.
- You must be authorized to work in the United States.
- Employment contingent on a cleared background check.
- This role frequently communicates/interacts with individuals, must have strong written and oral communication skills

About MJ Freeway

MJ Freeway® is the industry-leading software, consulting, and data solution for cannabis businesses, processing \$5B in cannabis sales transactions and serving clients in every regulated market in the United States, Canada, Europe, and Australia. Founded in 2010 and designed and built specifically for cannabis businesses, MJ Freeway's technology includes a patented seed to sale supply chain ERP Platform which leverages sophisticated business intelligence insights. MJ Freeway's Leaf Data Systems software solution enables governments to track cannabis, prevent diversion, and ensure patient, public, and product safety. MJ Freeway also offers a complete suite of consulting services for new and existing cannabis businesses.

MJ Freeway LLC offers 100% company-paid medical insurance, unlimited time off (with approval) and a positive work environment where we live by three principles:

- Do the right thing
- Be part of the solution
- Show people that you care

Sound like the place for you? Please submit your cover letter and resume to jobs@mjfreeway.com.