



Government Affairs Account Manager

MJ Freeway, the industry-leading business software and consulting service provider for the cannabis industry, is seeking a Government Affairs 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 agency clients. We're a high-performance team seeking a self-motivated candidate, innovative, dedicated to giving our team and clients the best.

Key Responsibilities

The Government Affairs Account Manager is responsible for the day-to-day management of MJ Freeway's clients. It is the responsibility of this role to ensure clients feel their needs are being met. Further responsibilities include:

- Point of contact internally for the clients to create long term relationships and understand the clients' demands. Plan to meet these demands and generate/identify more sales potential in our current client base.
- Serve as the interface between client services (support, billing, etc.) and the regulatory systems team.
- As the liaison between Regulatory Systems and client identify opportunities for upselling, change orders, etc.
- High level Project Management and experienced relationship management skills for every client account.
- Facilitate client with technical assistance by being the liaison between the client and technical support for issues
- The Client Relationship Liaison will work closely with the regulatory systems team to ensure that it is clear what products or services the client has purchased, that those products and services fit the client's needs and that the client understands the value of our products and services used.
- Gather and *use* the data from every interaction with clients to move the regulatory systems team out of reactive mode and into far more effective proactive stances.
- Participation in technology product design to create the tools that your clients need.
- Develop strategic relationships with policymakers to enhance MJ Freeway's partnerships and assist in shaping public policy initiatives that support our business.
- Develop and shape regulatory policies and strategies through relevant coalitions and issue advocacy campaigns.
- Travel 25-50% to multi-state locations.

Skills

- Government or regulatory agency experience
- Customer service focused, customer advocate, relationship builder

- Exceptional public speaking skills, significant experience addressing legislatures, media and special interest groups
- Excellent communication and interpersonal skills and the ability to influence others; confident yet approachable
- Strong writing, problem solving, decision making, conflict management, and research skills
- The ability to work well independently and as part of a team
- Demonstrated ability to work multiple high priority tasks and projects under tight deadlines
- Handle sensitive information and data appropriately

Requirements:

- **Must reside in Denver, Colorado**
- Prior account management experience
- Prior government, military, or regulatory agency experience

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.