

About Republic Brands:

Republic Brands is a fast-moving consumer products company based in Glenview, IL, that helps people take a moment and enjoy the little things in life through our array of lifestyle brands and products in the roll-your-own legal leaf categories. We own the world's largest and most well-known portfolio of rolling paper and make-your-own accessory brands. This family-owned, founder-led company markets a broad range of products through its extensive distribution and sales network to convenience stores, smoke shops, dispensaries, and other retail establishments.

Help us build the future at Republic Brands!

Role: Territory Sales Manager

Reports to: Regional Sales Manager

The Territory Sales Manager is a dynamic and vital role within our sales organization in charge of growing sales and building relationships within an assigned geography. You will be responsible for selling and executing product, pricing, presence, and promotional initiatives with your retail customers.

In this role you will develop and execute local business plans aligned to region, zone, and company goals. This work includes selling and merchandising our products and brands via the placement of in-store displays and point of sale materials, conducting retail audits, and being an evangelist for our brands with retailers and consumers. Additionally, you will discover new business opportunities, present selling stories, execute quarterly cycle plans, and increase Republic Brands' distribution and visibility at independent c-stores, smoke shops, chains, and within the wholesale channel.

The ideal candidate enjoys being in the field talking with our customers and consumers every day. You should enjoy helping customers grow their businesses. You take pride in ensuring the right product, presence, pricing, and promotions are in effect in all trade classes under your responsibility.

Required Skills/Abilities:

- The ideal candidate is a natural self-starter, insatiably curious, and has a strong desire to win.
- Demonstrates ability to utilize various technology applications including PowerPoint, Excel, Word, and proprietary CRM and data tracking technologies.
- Thrives in an entrepreneurial environment.
- Has excellent verbal and written communication skills.
- Possesses strong organizational skills coupled with an attention to detail.
- Excellent time management skills with a proven ability to meet deadlines.
- Demonstrated commitment to act with integrity, professionalism, and confidentiality.
- Ability to execute and gain placement on various merchandising initiatives.
- Ability to travel about 75% of the time – Overnight 50%
- Ability to work well independently and in a team environment.

- Build and foster strong relationships with retail and wholesale channels.
- Maintain accurate and timely records.
- Report on market trends and competitive activities.
- Ability to utilize data sources for territory growth and identifying business opportunities.
- This role is full-time, working in the field in an assigned territory.
- Possess a valid U.S driver's license and safe driving record.
- Ability to lift 25 pounds, stand for prolonged periods of time, ability to kneel, crouch and bend.

Experience:

- 1 or more years of outside sale experience in FMCG, with a preference for C-Gas and Smoke Shop channel
- Demonstrated success achieving sales goals and increasing distribution.

Republic Brands is committed to a diverse and inclusive workplace. Republic Brands is an equal opportunity employer and does not discriminate on the basis of race, national origin, gender, gender identity, sexual orientation, protected veteran status, disability, age, or other legally protected status.