

About Abide

Abide is a medical cannabis dispensary in Napa that was recently voted as “Napa’s #1 Dispensary”. Abide offers top notch customer service and provides patients with the knowledge and medicine they need.

We are passionate about our mission to educate our visitors about proper cannabis use and other alternative health approaches to supplement their medicine. We believe in creating a collaborative and supportive team environment for our employees, and provide opportunities for growth to encourage staff to continue to learn and develop their skills.

Job Description:

We are seeking a qualified sales manager to lead our team of sales associates (budtenders). The ideal candidate will demonstrate a high level of professionalism, strong communication skills, a solid foundation of sales and customer service techniques, and the ability to coach, motivate, and lead a team.

Responsibilities include:

- Assist the General Manager in maintaining dispensary staff job results by coaching, counseling, and disciplining employees; planning, monitoring, and appraising job results.
- Identify current and future customer requirements by establishing rapport with customers and other persons in a position to understand product/service requirements.
- Suggest marketing strategy changes based on experiences with customers, vendors and sales staff.
- Protect employees and customers by providing a safe and clean environment.
- Maintain all aspects of dispensary operation in strict compliance with Department of Public Health, municipal, and state legal regulations and requirements.
- Maintain professional and technical knowledge by attending educational workshops and industry events; reviewing medical cannabis publications; establishing personal networks within the industry.
- Communicate and develop relationships with Vendors to secure brand trainings, demos, and deals.
- Process order deliveries and take responsibility for counts and payments.

Minimum Requirements:

- Must be friendly, outgoing, trustworthy, dependable, and hard working.
- Must have excellent attention to detail
- 21 years of age or older, no felony drug convictions, have reliable transportation.
- Minimum 3 years retail sales management experience of 10+ individuals. Experience managing in a regulated industry preferred.
- Required fluency in MS Office application suite, with emphasis on Word and Excel. Must be willing to learn accounting, POS, tracking and inventory control applications.

Preferred Education and Experience

- Bachelor's Degree or equivalent preferred.
- Knowledge of marijuana strains, (indicas, sativas, hybrids), edibles, extracts, topicals, tinctures, vapes, and current products on the market is a huge plus.
- Dispensary-related experience a plus.
- Meadow POS and METRC systems experience a plus

Physical Requirements

- Physical aptitude and health necessary to perform manual labor tasks required for the proper management of the collective. May include: sitting, standing, stooping, stretching, walking, bending, twisting, reaching, performing repetitive motions, carrying boxes, and ability to lift up to 50 lbs. and push/pull up to 75 lbs.

Position Type and Expected Hours of Work

This is a full-time, hourly position. Work hours are anytime between Monday through Sunday, 8:00 a.m. to 9:00 p.m.