



3820 Forest Street  
Denver, CO 80207

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## Job Posting for Account Executive/Brand Ambassador

**80% in the field/20% in office**

We are looking for an Account Executive/Brand Ambassador to work with our marketing and sales team to help grow our brand. Being able to build positive relationships with our customers, budtenders and managers that sell our product is extremely important for the longevity of our company.

### Essential Duties and Tasks:

- Align closely with Sales to oversee and support execution of in-market activations, store relations, and event activation data collection for key accounts to increase awareness and demand generation for Dialed in Gummies
- Manage and drive marketing programs toward target customers, while being creative with a low budget
- Participate in account related conference calls and weekly/monthly status update calls.
- Serve as liaison between sales and the client regarding event execution problems, dispensary store feedback and/or issues and resolution
- Communicate necessary client change requests and ensure successful completion of in store events along with after action reporting
- Managing and executing deliverables on-time to the client working closely with the creative team and third party vendors for pre-promotion outreach, execution, follow up data collection and after action reports to the marketing director and company executive team as requested
- Develop, identify and manage the opportunity pipeline, identify whitespace opportunities and trend analysis, track relevant financial metrics
- Assist in the monthly planning process of events.
- This is a high volume position that often requires up to 130 events per month.
- Attention to detail, always having a friendly and company representative demeanor at all events and an understanding of the business objectives behind them.
- Lead program analysis to gauge success on an on-going basis

### **Experience Requirements**

- Understanding of CRM and marketing automation capabilities
- Bachelor's degree highly preferred in marketing (or other related field) or at least 3 + years of experience in marketing, with retail promotions and sales support or brand ambassador events
- Must have a proven track record of using interpersonal communication skills and analytical skills to draw logical conclusions based on marketing and promotional results
- Must demonstrate agility, a continuous improvement mindset, and action-orientation
- Capable of handling multiple projects, deadlines and works well with task oriented programs
- 360 degree marketing vision with an understanding of account/product/consumer nuances across distribution segments relevancy of different touchpoints
- Successful track record with positions that require high levels of personal responsibility and direction
- Operates with a high level of professionalism and integrity, including dealing with confidential information.
- Must be a minimum of 21 years of age and possess a valid MED Badge
- The ability to lift heavy items including tents, tables, boxes, and suitcases up to 50lbs.

Monday-Friday (9am-5:30pm 40/hrs per week) with event flexibility for evening and weekends

Salary Range - \$50,000-\$70,000 DOE + Mileage Reimbursement

To be considered for this position please submit an **updated cover letter and resume** to [salli.morgan@dialedingummies.com](mailto:salli.morgan@dialedingummies.com)  
Resumes received without a cover letter will not be considered.