

Job Title: Brand Ambassador

Location: San Diego, the Desert, and surrounding areas

Employment Status: Part Time 20-25 hours a week

Salary: Hourly

Pure Beauty is seeking a Brand Ambassador to join our California team. In this role, you will help support our retail partners with demos and education in San Diego.

The ideal candidate will have outstanding interpersonal and customer service skills, is a self-starter, highly organized, and able to adapt and pivot in a quickly moving industry. As a Pure Beauty Brand Ambassador, you know how to create and keep strong customer partnerships, have excellent business integrity, and a passion for engaging with budtenders and customers.

Role Objectives:

- Represent the brand in a professional manner that results in repeat business and fosters positive and lasting account relationships
- Assist the San Diego/Orange county sales rep and our Marketing Director with drop-ins and other activities that help build brand awareness and loyalty with the staff
- Proactively support existing account relationships, develop excellent rapport and understanding of shop dynamics and business
- Develop and apply in-depth product and services knowledge to answer customer questions and determine appropriate solutions
- Identify key Pure Beauty advocates on the budtender team
- Work closely with the marketing team on San Diego/OC events

Daily and Monthly Responsibilities:

- Provide Staff Training and Education to partners
- Build relationships with budtenders and identify key Pure Beauty advocates on the budtender team
- Work with Territory Manager to do account drop-ins to deliver swag, treats, check on stock and take photos of displays

- Collaborate with marketing team to implement and track visual merchandising
- Attend and work various industry events
- Gather current marketplace information on pricing, products, new product launches, etc

Qualifications:

- Impeccable interpersonal and customer service skills, ability to keep positive in high-stress situations
- Highly organized and proficient at Customer Relationship Management
- Excellent problem-solving skills
- Ability to work independently, while contributing to team-wide efforts
- 1-3 years of work experience in Cannabis is highly preferred
- Sharp negotiation and time management skills
- Valid driver's license and reliable transportation
- New hire will undergo training and become proficient in distribution technology ERP system (Encompass)
- Must enjoy a fast-paced environment with many demands

