

Pure Ground Ingredients, a Certified B Corporation, is seeking an Inside Sales Specialist This role is on-site in our HQ/plant located between Carson City and Minden, NV. For the right candidate, the role could easily transition to hybrid.

The position will report to the VP, Sales & Marketing. The successful candidate is likely to be an experienced inside salesperson with strong communication and data management skills or an accomplished sales representative seeking to transition away from the field or an exceptional CSR interested in higher income potential.

Any of the 3 profiles must possess the following requisite traits:

- Superior communication skills (internal and external)
 - Outstanding stamina for initiating and perpetuating communications via e-mail
 - Exceptional customer service orientation and with the gravitas to be a trusted advisor to our customers and prospects
- High functioning in all MS Office programs with emphasis on
 - Excel, Outlook, PowerPoint, Teams
- Intellectual curiosity and eager to learn new systems and approaches
- Someone that values, and takes a disciplined approach to, Process
- A self-starter able to bring clarity to ambiguous situations
- Prior experience with an ERP/CRM preferred

Key contributions from this important role include but are not limited to:

- Quickly develop knowledge of product offerings and ensure that existing customers understand the breadth of the Pure Ground portfolio
- Monitor inventory on hand by lot number and emphasize to customers the availability of items in stock and ready to ship
- Productive and collegial interface across functions
 - Quality is everyone's job!

Founded in 2010, Pure Ground Ingredients, Inc. sources botanicals, herbs, and spices from organic farmers around the globe, processes them from our facilities in northern Nevada and The Netherlands, and supplies them to discerning manufacturers of organic foods, beverages, and Health & Beauty Aids, worldwide.

Company leadership is comprised of active ownership complemented by a fresh group of seasoned executives with broad industry and entrepreneurial experience.

Benefits and compensation include: Paid company holidays and PTO, Health insurance with company contribution, Dental and Vision insurance available, 401(k) plan with match, plus a competitive base/draw with uncapped commission potential. Pure Ground Ingredients is an Equal Opportunity Employer.