SALES LEAD

Part-time

We are seeking an energetic, outgoing, well-spoken health, wellness and mycology minded individual to join our growing team focused on expanding sales and effectively sharing with retail partners the amazing things about fungi, natural wellness, and our unique Vermont farm business and products. The sales lead will be responsible for developing new leads, communicating with potential and existing customers, understanding their needs, and ensuring a smooth sales process for wholesale customers.

Position Responsibilities

* Researching and identifying potential new wholesale customers
* Making calls to potential wholesale customers
* Securing new wholesale customers
* Following up on sales leads identified by Karen
* Understanding customers' needs and identifying sales opportunities.
* Answering potential customers' questions and sending additional information per email.
* Keeping up with product information and updates.
* Maintaining and developing the list of current and potential customers.
* Explaining and demonstrating features of our products and our unique company
* Staying informed about competing products and competitors
* Communicating with existing customers on a regular basis to identify and support inventory needs
* Identifying new potential outlets such as distributor platforms
* Communicating briefly and regularly with Karen on status to ensure production planning supports customer needs
* Contributing ideas and processes to create a smooth, effective and efficient sales and fulfillment experience for all involved
* The position may expand to include support at local and regional herbal and natural health-based wellness conferences where we vend

EXPERIENCE:

Demonstrated experience in sales is required.

Excellent phone and cold calling, communication, customer service, listening and sales skills are required.

Experience and/or education in a health and wellness area is preferred.

Knowledge of aspects of mycology and natural health products is preferred.

DETAILS

This position is currently part time, approximately 5 hours per week with planned increase commensurate with company sales growth.

Hourly wage will be commensurate with experience and will offer an objective increase plan.

No insurance, vacation, or other benefits are currently offered with this position. Medicinal mushroom products and custom clinical herbal formulas are part of the compensation for this position.

ABOUT PEACEFUL HARVEST

Karen and Brian Wiseman started their small gourmet and medicinal mushroom farm in 2015 and expanded production and focused the business on Medicinal Mushroom Products in 2020. Peaceful Harvest obtained organic certification for their cultivated mushrooms and products in 2021 and have successfully passed an unannounced FDA regulatory inspection in January 2024. Karen and Brian believe in fungi and other natural herbal approaches are important support for health and wellness. We focus on our family, team, homestead, community and collective well-being.

Check us out at:

[www.peacefulharvestmushrooms.com](http://www.peacefulharvestmushrooms.com)

[Our Story from Biopharmaceuticals to Organic Medicinal Mushrooms](https://youtu.be/fP7wOY5IHk4)

Interested? Please email your resume and some interesting information about you to Karen at **karenwiseman@peacefulharvestmushrooms@gmail.com**