



T H E S E N T I N E L

Independent Sales Representative

Job Description

We are looking for an enthusiastic and driven independent sales representative to drive retreat sales by connecting with leads and potential customers to register for our retreats and private therapy.

The independent sales representative's responsibilities include managing customer relationships, identifying opportunities, answering customers' questions, and finding new customers through cold-calling, and emailing. You should also be able to implement effective sales strategies to continually meet or exceed sales quotas.

To be successful as an independent sales representative, you should be committed to achieving sales goals with minimal supervision. Ultimately, a top-performing independent sales representative should demonstrate effective communication and negotiation skills, and achieve excellent customer service at all times.

It is essential that the sales representative will have familiarity with transformational practices, alternative, and plant-based medicine therapies. Discretion, integrity, and a positive attitude are musts.

This role is **fully remote**, with the option to work periodically from The Sentinel.

This is an outstanding opportunity to earn while helping individuals access their inherent ability to heal and transform.

Independent Sales Representative Responsibilities:

- Identifying potential customers through networking and following leads.
- Arranging meetings with potential and existing customers to present retreats, offerings, and therapy sessions.
- Persuading customers to attend retreats/therapy by highlighting benefits and key features.
- Building and maintaining solid working relationships with both new and existing customers.

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THE SENTINEL

- Following up with customers to inquire into whether the purchased retreat met their expectations.
- Supporting customers in completing the sale, online or on the phone with team members
- Addressing customer concerns and resolving complaints.

Independent Sales Representative Requirements:

- Well versed and connected to the Psychedelic Community
- Proven sales experience.
- The ability to work independently.
- Strong negotiation and consultative sales skills.
- Excellent analytical and problem-solving skills.
- Effective communication skills.
- Exceptional customer service skills.
- Certified sales professional (CSP) certification is advantageous.

Benefits for this role:

Remuneration is by commission and/or reduced tuition to selected events.

To apply, please forward a cover letter, CV, and three references to:
generalmanager@sentinelbc.ca

About The Sentinel

WE EXIST TO REALISE THE FULL POTENTIAL OF HUMANITY.

We are located in ruggedly mountainous SE British Columbia, on a stunning property above Kootenay Lake. Our guiding philosophy embraces the notion that healing is a personal discovery. Trailblazers in the therapeutic use of psychedelic medicines, we facilitate profound transformation in a steadfastly protected environment. By honouring ancient traditions and the power of nature, our practitioners offer transformative experiences through an array of services, including acupuncture, massage, and ceremonies tailored to individual needs.

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