



CANNABIS CAREER

Opportunity Guide



Cleveland School Of Cannabis: Shaping The Future Of The Industry

The cannabis industry is rapidly expanding, with over 425,000 full-time jobs across cultivation, manufacturing, compliance, retail, healthcare, and business operations. Breaking into this unique field requires not just skills, but a deep understanding of the plant, business dynamics, and the regulations that govern the market. At the Cannabis Hub, powered by Cleveland School of Cannabis (CSC), we provide the education and training needed to thrive in this evolving industry.

Education Opportunities With CSC and Cannabis Hub

The cannabis sector offers diverse career paths tailored to your strengths and interests:

Dispensary Education: Learn how to lead, manage, and grow cannabis businesses from retail to corporate operations. Understand how cannabis supports wellness and improves patient care. Gain expertise in upholding industry regulations and legal standards. Understand patient care, product selection, and dispensary operations.

Cannabis Processing: Master the science behind creating edibles, tinctures, topicals, and concentrates with a focus on extraction methods, product formulation, and manufacturing.

Cannabis Horticulture/Cultivation: Explore cannabis cultivation, pest management, and post-harvest processing. Learning plant science, growing techniques, and regulatory compliance for successful cultivation.



Career Opportunities

Cultivation/Horticulture:

Start as a technician, trimmer, or harvesting agent and advance to senior roles. Knowledge of environmental control and compliance is crucial.

Cultivation

Entry-Level Roles

- 1. Cultivation Technician:** Assisting with the day-to-day operations of a grow facility, including planting, watering, feeding, pruning, and monitoring plants. Average Salary Approximately \$41,306 per year.
- 2. Propagation Specialist:** Managing the cloning, seed germination, and early growth stages of cannabis plants. Average Salary approximately \$42,0000 per year
- 3. Trimmer/Post-Harvest Technician:** Trimming harvested cannabis, drying, curing, and preparing it for processing or sale. Average Salary: Around \$30,000–\$35,000 per year

Mid-Level Roles

- 1. Grow Room Supervisor:** Overseeing a team of cultivation technicians, ensuring plants are healthy, and managing grow cycles. Average Salary: Typically ranges from \$50,000 to \$65,000
- 2. Integrated Pest Management (IPM) Specialist:** Monitoring and controlling pest and disease issues within the grow operation. Average Salary: Typically ranges from \$50,000 to \$60,000
- 3. Nutrient Management Specialist:** Managing the feeding schedules and nutrient profiles of cannabis crops. Average Salary: Typically ranges from \$50,000 to \$60,000

Advanced Roles

- 1. Head Grower/Master Grower:** Responsible for the overall health and yield of the cultivation operation, including strain selection, grow strategies, and environmental control. Average Salary: Typically ranges from \$60,000 to \$100,000
- 2. Cultivation Facility Manager:** Overseeing the entire grow operation, managing staff, ensuring regulatory compliance, and optimizing production. Average Salary: Typically ranges from \$65,000 to \$100,000
- 3. Breeder/Genetics Specialist:** Developing new cannabis strains through selective breeding and genetic research. Average Salary: Typically ranges from \$60,000 to \$100,000

Specialized Paths

- 1. Cannabis Researcher:** Studying plant biology, genetics, and optimization techniques. National Average Salary: Approximately \$79,812 per year.
- 2. Greenhouse Manager:** Overseeing larger-scale, often outdoor or hybrid operations with a focus on efficiency and quality. Between \$75,000 and \$85,000 annually, depending on the size and complexity of the operation.
- 3. Sustainability Consultant:** Implementing sustainable cultivation practices to reduce environmental impact. National Average Salary: Approximately \$83,157 per year.

Entrepreneurial Opportunities

- 1. Micro-Grower:** Starting a small-scale cultivation operation for craft cannabis production. Income Range: Varies widely; some micro-growers earn between \$50,000 and \$100,000 annually. However, profitability can be challenging due to market saturation and regulatory hurdles
- 2. Consultant:** Advising new grow operations on best practices and compliance. National Average Salary: Approximately \$83,157 per year.
- 3. Cannabis Supply Chain Management: Managing** the flow of raw cannabis materials through the production and distribution process. Typical Salary Range: Between \$60,000 and \$100,000 annually, depending on experience and company size.



Cannabis Processing:

Begin in packaging and production, with opportunities to move into extraction, formulation, and product design.



Extraction Technician

Job Description: Extraction Technicians are responsible for safely extracting cannabinoids, terpenes, and other essential compounds from cannabis plants. This involves operating sophisticated machinery and adhering to strict safety and regulatory guidelines.

Required Skills:

- Knowledge of CO2, ethanol, hydrocarbon, and solventless extraction methods
- Strong attention to detail and adherence to safety protocols
- Ability to operate and maintain extraction equipment
- Understanding of chemical processes and lab safety

Typical Salary: \$40,000 - \$65,000 annually, depending on experience and location

Growth Opportunities:

- Lead Extraction Technician
- Laboratory Manager
- Processing Facility Manager



Laboratory Technician

Job Description: Laboratory Technicians conduct quality control tests, potency analysis, and contamination screening of cannabis products. They prepare samples, handle lab equipment, and maintain compliance with state and federal laws.

Required Skills:

- Bachelor's in Chemistry
- Familiarity with laboratory testing methods
- Understanding of chemical and biological testing
- Attention to detail and accuracy in data reporting
- Compliance with regulatory standards

Typical Salary: Approximately \$79,812 per year.

Growth Opportunities:

- Laboratory Manager
- Quality Assurance Specialist
- Research and Development Technician



Production Technician

Job Description: Production Technicians are responsible for creating cannabis products, such as oils, tinctures, edibles, and topicals. This includes mixing, infusing, and packaging products while maintaining high-quality standards.

Required Skills:

- Experience with food safety and manufacturing processes
- Understanding of product formulations and measurements
- Attention to detail in packaging and labeling
- Ability to follow Good Manufacturing Practices (GMP)

Typical Salary: \$32,000 - \$50,000 annually

Growth Opportunities:

- Production Supervisor
- Product Development Specialist
- Manufacturing Operations Manager



Packaging and Labeling Associate

Job Description: Packaging and Labeling Associates are responsible for preparing cannabis products for sale. This includes proper packaging, labeling, and ensuring compliance with state and federal guidelines.

Required Skills:

- Attention to detail for accuracy in labeling
- Understanding of compliance requirements
- Ability to work in a fast-paced environment
- Organizational skills

Typical Salary: \$28,000 - \$40,000 annually

Growth Opportunities:

- Packaging Supervisor
- Inventory Control Specialist
- Compliance Coordinator



Compliance Officer

Job Description: Compliance Officers ensure that all cannabis processing activities meet state and federal regulations. They manage inventory tracking, product labeling, and oversee safety protocols.

Required Skills:

- Strong knowledge of state and federal cannabis regulations
- Excellent record-keeping and reporting skills
- Ability to conduct audits and inspections
- Understanding of compliance software and documentation

Typical Salary: \$50,000 - \$80,000 annually

Growth Opportunities:

- Compliance Manager
- Regulatory Affairs Specialist
- Facility Compliance Director



Processing Manager

Job Description: Processing Managers oversee the entire cannabis processing operation, ensuring production runs smoothly and safely. They manage teams, track production metrics, and maintain compliance with state regulations.

Required Skills:

- Leadership and team management skills
- Understanding of production workflows and safety regulations
- Strong organizational and communication skills
- Experience with inventory management

Typical Salary: \$60,000 - \$100,000 annually

Growth Opportunities:

- Director of Processing
- Facility Operations Manager
- Regional Operations Director



Product Development Specialist

Job Description: Product Development Specialists work on formulating new cannabis-infused products, including edibles, topicals, and concentrates. They collaborate with R&D teams to innovate and refine product offerings.

Required Skills:

- Knowledge of product formulations
- Creativity in product design
- Understanding of consumer trends
- Familiarity with regulatory compliance

Typical Salary: \$55,000 - \$85,000 annually

Growth Opportunities:

- R&D Manager
- Product Line Manager
- Innovation Director





Career Opportunities

Dispensary

Entry-Level Roles

- 1. Budtender:** Assisting customers with product selection, educating them on strains, dosages, and consumption methods.
- 2. Dispensary Associate:** Managing inventory, processing transactions, and ensuring compliance with state regulations.
- 3. Receptionist/Front Desk Coordinator:** Welcoming patients and customers, checking IDs, and managing intake paperwork.

Typical Salaries from: \$30,000/year to \$35,000/year

Mid-Level Roles

- 1. Shift Supervisor:** Overseeing daily operations, managing staff schedules, and ensuring compliance during shifts.
- 2. Inventory Specialist:** Tracking and managing cannabis products, handling METRC compliance, and preventing product loss.
- 3. Patient Care Coordinator:** Working closely with medical patients to understand their needs and recommend appropriate products.

Typical Salaries from: \$34,000/year to \$51,000/year

Advanced Roles

- 1. Dispensary Manager:** Overseeing full operations, managing staff, maintaining compliance, and driving sales strategies.
- 2. Compliance Officer:** Ensuring that all dispensary activities meet state and federal guidelines, conducting audits, and managing reporting.
- 3. Regional Manager:** Supervising multiple dispensary locations, streamlining operations, and implementing corporate policies.

Typical Salaries from \$60,000/year to \$107,000/year

Specialized Paths

- 1. Purchasing Manager:** Sourcing products from cultivators and processors, negotiating prices, and maintaining supplier relationships. Typical Salary \$52,637 to \$77,000–\$125,000 per year
- 2. Brand Ambassador:** Representing specific cannabis brands within dispensaries to drive product awareness and sales. Typical Salaries Approximately \$39,520 per year nationally, with some companies offering around \$61,715 annually
- 3. Community Outreach Coordinator:** Building relationships with local communities, educating on cannabis policies, and promoting dispensary events. Typical Salaries Around \$53,404 per year

Entrepreneurial Opportunities

- 1. Dispensary Owner:** Launching and managing your own dispensary with knowledge of regulatory compliance and business operations. Salary-Earnings vary widely based on location, size, and success of the business.
- 2. Cannabis Retail Consultant:** Advising new dispensary owners on setup, compliance, and best practices. Salary - Income depends on client base and services offered; specific salary data is limited.

The cannabis industry isn't just growing—it's transforming, creating space for innovators, caregivers, entrepreneurs, and changemakers. Whether you're driven by science, patient care, sustainability, or business leadership, your future can start here. With the right education and a commitment to excellence, you won't just find a job—you'll help shape a movement. The Cleveland School of Cannabis and our partners stand ready to equip you with the knowledge, skills, and network to thrive in one of the fastest-growing industries of our time. Your journey begins now.





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