



Landscape Sales Representative

We're different. As the Milwaukee area's sustainable landscape leader and only company offering a 100%-organic lawn care program, we're passionate about our mission – providing innovative landscape services that reduce energy, chemical and water-use footprints. We're equally passionate about providing our employees a healthy and safe work environment with significantly reduced exposure to chemicals, which is why we equip every crew with natural alternatives to conventional pesticides.

We're socially involved, partnering with non-profit and education-based organizations on projects that improve our communities and the environment. And we invest in our employee family, hosting monthly gatherings that foster our unique team culture – canoeing, rock climbing, boating, and Milwaukee-area tours, to name a few.

Our benefits package includes a Simple IRA plan with employer match, free chiropractic care, healthy activity stipend, paid holidays, a health insurance stipend for employees with qualifying plans, and more.

If you're committed to the environment and in search of a healthier approach to creating and maintaining landscapes, you may be a great fit for our team!

RESPONSIBILITIES

- Drive the sales process from initial client meeting through proposal, presentation and successful conclusion of new landscape maintenance, design and installation opportunities
- Develop and maintain strong client relationships
- Manage a book of landscape maintenance accounts
- Generate supplemental sales from existing maintenance accounts
- Measure and document sites, create designs, prepare and present estimates to potential clients
- Read, interpret and perform takeoffs on blueprints, plans and specifications
- Communicate client and job expectations to operations team and crew members
- Communicate proactively and effectively with clients, teammates and vendors
- Demonstrate leadership, teamwork, attention to detail and organizational skills
- Assist owners and fellow sales team members with projects as appropriate
- Strive to meet or exceed established sales goals

REQUIREMENTS

- 3-5 years of demonstrated landscape estimating and sales experience
- Strong customer service, communication and presentation skills, and adept at prioritizing
- Excellent plant and lawn knowledge
- Softscape design skills, computer-aided (CAD, Dynascape) or hand drawing
- Proficient with computer software programs, including MS Office suite
- Strong work ethic, pride in work, enthusiasm, responsible, self-motivated
- Professional appearance and demeanor in the office and on jobs, site visits and client appointments
- Valid WI issued driver license
- Horticulture degree is preferred

OTHER DETAILS

- Start Date: February 2023
- Full-time, year-round, working hours vary from 7 a.m. to 5 p.m. Monday through Friday, with occasional Saturdays
- Pay rates commensurate with experience

Forward resume and cover letter to info@greenteamwi.com