



NOW HIRING:

Landscape Sales Consultant

Description :

The Landscape Sales Consultant is a primary customer contact, handling installation jobs for new and existing accounts. The candidate will meet with residential, commercial, and association customers to discuss property improvements and the best practices to get to these solutions. The Sales Consultant provides the customers with quotes for the proposed work, and will continue communication with the customer, as well as co-workers, until the project has been completed.

Duties:

- Be available to answer questions from property managers, landscape committees, association residents, and individual homeowners.
- Build proposals for customers based upon their needs and requests.
- Set expectations about the process to complete the proposed work, and communicate with the customer from the start to the end of the project.
- Work with the Operations Manager to implement the project plan and schedule. This includes sourcing materials, understanding the schedule and crew availability, and understanding the process of the proposed job.
- Work with crew managers so they understand the objective of the project as well as the process and the importance of the solution.
- Work with the Office Manager to make sure that all parts of the project are accounted for once it has gotten to the billing stage.
- Receive bids from, and organize any work done by subcontractors.
- Instruct customers on the proper care for their existing landscapes, as well as any newly installed aspects.
- Follow up and follow through with customers to maintain positive customer relations, to ensure complete customer satisfaction and contract renewals.

Requirements:

- A horticultural degree or at least 3 years of experience in landscape installations, landscape design, and/or landscape sales.
- The ability to present an effective sales presentation to one or multiple customers. Written and verbal communication is key.
- The ability to work with computer software such as Outlook and Microsoft Word.
- The ability to quickly learn the procedures of the company's service software.
- The ability to read, understand, and take measurements from engineering, architectural, and landscape plans.
- The ability to sketch plans for proposed landscape renovations.
- Excellent organizational and time management skills.
- A keen eye for details and surrounding factors that will affect the operations set forth in a proposal.
- The ability to lead and inspire others.

Benefits:

- Raises and promotions based on performance, experience and skill
- Advancement opportunities as the company grows
- Paid time off
- Health insurance
- Company phone

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