

Landscape Sales

Job Description:

Title: Landscape Sales
Reports to: General Manager
Position: Full Time
Salary Range: \$40,000 - \$50,000 Base Salary + an attractive incentive program

Job Summary:

Front line Sales Representative responsible for soliciting new business and building relationships with current client base for Company – based in Castle Rock

Summary of Essential Job Functions:

Generate detailed bid estimates on commercial maintenance, snow, and landscape installation projects
Monitor and track actual costs to ensure production and profitability goals are being met
Assist with the implementation of designs in the field
Communicate details of estimates to Supervisors so end results exceed client expectations
Generate leads for maintenance and snow removal accounts
Prospect for new accounts weekly if not daily
Attend site meetings, safety meetings and after hour BOD meetings
Maintain an inheritable database
Manage all aspects of the sales cycle
Organize delivery of landscape materials to jobsites
Ability to work +60 hour work weeks as needed

Minimum Requirements:

Degree in Horticulture, Landscape Management or Landscape Architecture
Minimum of five years of experience in Colorado (Front Range) landscape industry
Ability to utilize CAD and free hand drawings to secure projects
Proficient with accounting software, bidding software, Microsoft Office Suite (Word, Excel, Outlook)
Extensive knowledge of sales, marketing and client services
Vast knowledge South Metro Denver Geography, Clientele, HOAs, Commercial Sites, and Medical Sites

Preferred Qualities:

Ability to excel in a highly organized environment
Superior abilities to multi-task
Strong understanding of budgeting and job costing
Excellent organizational and scheduling skills
Strong analytical skills bringing fresh concepts and ideas to Company
Proven leadership and problem solving skills
Ability to work well with all employees
Ability to communicate with Spanish speaking staff
Ability to work independently and manage time effectively
Superior problem-solving and decision-making skills

How to Apply:

Send resume to erica@coloradopropertycare.com or fax resume to 303-346-4390