

Landscape Design\Sales & Account Manager

Job Description

Prairieview Landscaping Company is a successful design/build firm that has served the local upscale community for 25 years. We are full service and also offer maintenance and irrigation services. We are seeking a self-motivated leader to fill a position in our landscape design\sales office. This position will focus on developing new business through networking, referrals, some cold calling, as well as servicing existing clients. Our focus is the upscale residential client. Your responsibilities will include, meeting with customers, determine their needs, and produce designs, estimates and proposals to meet those needs within their budgets. The successful candidate will be proficient at qualifying sales leads, making effective sales presentations and managing customer relationships through our systematic process. The ability to manage multiple projects\customers at a time is vital to being successful in this position.

Job Requirements

- Candidate should have some CAD experience and the ability to work efficiently within our industry specific bidding software (Asset).
- Must have professional level written and verbal communication skills, strong computer skills and a professional demeanor.
- A four year horticultural or equivalent degree is desired, but will consider a candidate with equal professional level experience.
- Need to be a proactive dynamic person with a proven sales record. You will have set sales goals and will be expected to work diligently towards meeting and or exceeding them. Candidate needs to have a win-win philosophy in business and in all their interactions.
- It is critical the candidate possess the energy and drive and motivation to be capable of developing the business necessary to cover their sales responsibility and meeting of their sales goals to help the team meet the overall seasonal goals.
- Our office works closely as a team so a team player personality is required.

This career opportunity offers room for advancement for the motivated individual. This is a full time year around position that includes: Weekly salary, paid vacation, sick and personal days, company provided vehicle, and bonus system based on sales and profitability. Contact us at, eric@prairieviewlandscaping.com or fax resume to 217-378-8410.