

# Sales Representative, Management Position

## Job Description:

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Position is responsible to bring a consistent flow of profitable new business to multiple divisions within company, in accordance with the sales and marketing plan. Executes the sales and customer relations policies, maintains and improves the Company's competitive position to increase market share. Responsible for design mock-ups including plant diagrams and irrigation flow. Monitors installation/services and customer's perception and attitudes towards the services provided. Identifies and communicates to production any specific customer preferences or requests for service and immediately works to provide solutions to any customer complaints

## Job Qualifications:

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- Energetic self-starter and demonstrates initiative
- Tenacity
- Excellent communication and interpersonal skills
- Excellent organizational skills
- Excellent time management skills
- Command of the technical requirements to maintain database information
- Ability to present an effective sales presentation – written and verbal
- Keen eye for detail requirements of estimating and preparing proper bid
- Ability to lead and inspire others
- Results and action oriented, Sales and growth oriented
- Profit driven – seeks ways to cut costs, improve efficiency and increase margins
- Effective problem-solving skills, ability to handle adversity
- Performs and demands excellent quality in work
- Service and teamwork oriented Customer centered and focused
- Focus on learning and self-development
- Technically competent and skilled

## Job Requirements:

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- Sell landscape contracts that include **design/diagrams in construction services, utility services, horticultural services**, to property management companies, commercial properties, multi-unit residential properties and large single dwelling properties, to meet or exceed sales goals
- Coordinate sales efforts with those in all divisions. Assist in goal setting and planning
- Prospect for new business, developing relationships with general contractors, builders, commercial developers, property managers and others
- Plan and maintain adequate cold and warm calls/leads to cover the market field
- Work closely with account managers regarding scheduling, quality and customer service
- Prepare and present proposals in complete and professional manner, according to company standards. Follow-up on hard bids and offer value engineered solutions to customers
- Ensures all estimates are prepared and approved as needed prior to presenting to customer
- Sell projects at approved prices to meet or exceed targeted profit margins
- Conduct site inspection and assessment with Estimators/Designers and/or Construction Management to determine soil type, slope, drainage, exposure, existing structures, features, roads, and utilities that will affect project
- Respond to all inquiries and requests for bid in a timely manner
- Maintain, record and track all proposals in progress and timely follows-up to maximize sales opportunities
- Maintains a company-owned database of current customers, prospective customers and past customers to support the marketing and sales effort
- Maintain keen awareness and provide candid feedback on customer relationship and the customer's perceptions of the product and service being provided, to maximize customer retention
- Communicate to appropriate parties any problem areas and work to find immediate resolution
- Anticipate customer needs with positive solutions in a timely manner, assists in the sales of change orders and extra contracted work
- **Other duties as assigned**

## Contact Information

Phone: 360-253-9317

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Fax Resume: 360-891-8484

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<b>Salary</b>	Pay D.O.E./Negotiable	<b>Experience Required</b>	Above
<b>Career Level Required</b>	Entry level	<b>Job Type</b>	Employee
<b>Education Required</b>		<b>Job status</b>	Full Time

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