

Landscape Sales and Project Manager

Goodman's Landscape Maintenance, LLC. Landscape Installation and Maintenance Company seeking a full-time experienced Landscape Sales and Project Manager (10% commercial 90% residential).

I am looking for a Super Star! Landscape Sales and HANDS ON WORKING Project manager. Step into a perfect opportunity!! Prove yourself and your abilities!

COMPENSATION: Salary \$52-\$60K per year, plus commission DOE (30 day trail), opportunity for \$100k+ per year!

The position will be responsible for the Landscape Construction Department's Design, Sales, Project Management, and Landscape Crew Management.

Duties:

- Ability to work physically in the field;
- MUST have valid AZ Driver's License with a clean driving record (39-month Driver's License);
- Experience driving with truck and trailer combination (CDL not required, but must be able to obtain medical card);
- Critical thinking and common sense;
- Communicate effectively with Owner, Crews, Office Staff, and Customers
- Proficient with Outlook, Word, Excel;
- Effectively manage crew's schedules using computer skills and Outlook on daily basis;
- Use Smart Phone for: email, Outlook, GPS, pictures, internet, texting, calling and more;
- Strong communications skills with Salesperson, Homeowner, Landscape Crews;
- Thoroughly explain the work being performed to homeowners and crews;
- Communicate payment terms, obtain down payments, progress payments, and final payments with client;
- Know when to issue Change Orders, obtain signature and payment;
- Knowledge of Top 50 + plants and building materials;
- Purchase supplies: plant material and hard goods at local vendors;
- Preload trucks with supplies;
- Knowledge of building/installing landscape features such as BBQs, Fireplaces, Outdoor Kitchens, Water Features, Irrigation, Landscape

Lighting, Block Retaining Walls Pony Walls, Pathways, Patios, Courtyards, Driveways, Trees, Plants, Gravel, Grass, Artificial Turf, as well as other finishes and landscape features;

- The majority of our work is hands on and uses primarily onsite instructions;
- Read landscape plans;
- Accurately measure for the purpose of creating an Estimate/Proposal or landscape plan;
- Evaluate a job site to determine whether it may require extra time for items such as a hard dig, limited access, hilly terrain, thorny trees or shrubs and non-regular items that require additional time;
- Knowledge of landscape installation equipment (laser, level, string line, water level, skid loader, mini multi tool tractor, trencher, paint airless/air, and more...);
- Manage small and medium remedial jobs without plans;
- On-site walk-through, paint, marking flags, plant replacements, gravel, paver repairs, irrigation modifications, low-voltage lighting, LED bulb upgrades, annual flower installation, sump pump and drainage, and more;
- Walk through job-site once project is completed;
- Explain how to maintain and/or operate installed landscape features;
- Bilingual English/Spanish not required but beneficial

Experience, Knowledge & Abilities

- Minimum 3 to 5 years strong sales experience with customer focus
- Excellent communication, interpersonal, and supervisory skills
- Ability to work independently and be accountable for sales goals
- Passion for SELLING in a Business to Consumer environment
- Possess landscape and hardscape design knowledge
- Computer literate with experience in MS Word, MS Excel, MS Outlook and CRM (Client Management System) (Service Autopilot)

Excellent compensation package including:

- Competitive Base Salary
- Lucrative Commission Pay Schedule
- Paid Time Off and Medical benefits and more!

Job Type: Full-time

Pay: \$52,000.00 - \$60,000.00 per year