



Santa Rita Landscaping has been in business in the Tucson area for over 35 years. We have built an excellent reputation for exceptional results for our customers based on high standards, excellent customer service and expertise doing things “**The Santa Rita Way**” by empowering our employees under our Ownership Thinking Plan.

Santa Rita Landscaping IS GROWING!!! SRL is currently seeking to add a full-time, high-quality/results-driven **Homebuilder Landscape Sales Person (Design Consultant)** to join our Custom Residential Design/Build Team.

The Homebuilder Landscape Salesperson (Design Consultant) will cultivate and maintain client relationships for potential new and repeat business opportunities, network with clients and vendors and close contracts. The Sales person will be responsible for interviewing clients to determine landscaping needs/desires, communicate that information to the landscape designer and present and sell custom landscape design/installation.

Candidates must be personable, self-driven, disciplined, organized and focused; be able to plan daily, hit specific activity benchmarks, collaborate well with internal team members, and be able to effectively communicate, build and maintain relationships with clients.

EXPERIENCE, KNOWLEDGE & ABILITIES

- Must have experience in sales with a proven record of revenue attainment
- Possess sound general knowledge of landscaping with a design background
- Basic construction terminology and understanding of installation processes and required drainage
- Possess & demonstrate exceptional sales skills (B2C Sales)
- Ability to develop new business, close contracts, meet or exceed sales objectives and goals
- Be highly competitive, positive and results-driven
- Possess excellent oral, written, and communication skills, communication is key
- Adapts easily to change, can execute in high pressure situations
- Organized and able to multi-task and manage time efficiently and effectively
- Computer literate, efficient with MS Office Suite (Word, Excel, Outlook)
- Experience utilizing CRM, CAD, or other 3D software programs
- Ability to work extended hours based on client availability
- Have reliable transportation
- Possess valid driver's license and clean driving record and be insurable under company insurance policy

Santa Rita Landscaping offers competitive pay based on experience and what YOU bring to the table. Excellent benefits including medical, dental, vision, holidays, Paid Time Off, 401k with match and participation in our Earn It! Incentive Plan. Possible relocation expenses for the right person.

If you think like an owner and have what it takes to join our team of professionals, join the Industry Leader! Remarkable Team – Extraordinary Results!

Interested and qualified individuals may apply by responding to this posting with your resume and a letter of interest including your pay requirements.