

Landscaping Maintenance Business Developer

Job Description:

Prestige Landscaping is currently seeking an experienced, energetic and result-driven individual who has years of experience in Landscaping Sales and Management.

The Ideal Candidate Will:

- Have at least one (1) year of Landscaping and Landscaping Sales experience (preferably with a Sales background in both Residential and Commercial Landscape Maintenance Services)
- Be comfortable with being held accountable for ambitious revenue growth
- Have strong skills in networking, qualifying the right prospects, setting appointments, and closing business
- Possesses an understanding of Landscape and Landscape Maintenance Services
- Have an excellent follow through to ensure complete customer satisfaction on all earned business
- Maintain high work and ethics standards in all business interactions
- Have a solid understanding and appreciation for delivering outstanding service at every customer touch-point
- Horticulture/Landscape Maintenance Certifications desired but not required
- Performing all phases of the sales process including generating leads, client/prospect meetings, cost estimates, creating proposals and closing sales
- Developing and maintaining an accurate and ongoing sales pipeline
- Developing opportunities to cross-sell new and additional services to existing clients
- Maintaining excellent communications and partnerships with all company divisions to ensure seamless and exceptional delivery on all customer agreements
- Creating and delivering weekly reports on key performance indicators

Required Experience:

- Sales/Meeting Revenue Objectives - One (1) year
- Landscape & Landscape Maintenance - One (1) Year

Required License and/or Certifications:

- Valid NC Driver's License and clean driving record

ONLY candidates who meet the required qualifications need apply.

Job Type: Full-Time



(919)718-5684

www.prestigelandscaping.com