

# **CUSTOM ONE LANDSCAPING**

## **Job Description – Sales and Design Consultant**

**Position:** Sales and Design Consultant

**Classification:** Exempt

**Reports to:** General Manager

### **Summary of Position:**

- The Sales and Design Consultant is responsible for developing and cultivating strong client relationships, providing exceptional customer service, and driving sales growth within the assigned territory. This role requires a blend of design expertise, sales acumen, and a deep understanding of landscape construction and design principles. The successful candidate will excel at identifying client needs, presenting creative and compelling design solutions, and closing deals that exceed customer expectations.

### **Responsibilities:**

#### **General**

- Create and manage the budget of each project, including suppliers, materials, and labor selections.
- Works with the Project Manager to manage expenses of individual projects and total construction activities
- Participate in the selection of suppliers and Trade Partners
- Provide the General Manager with improvements in material suppliers, subcontractors, craftsmen, and work methods to improve quality of production.
- Meet weekly with team, led by General Manager, to review project status and to receive constructive support
- Work with accounting to generate profitability reports during and at the close of each job
- Work to create partnerships within the industry to help generate lead flow

#### **Process**

- Prepare landscape plans, designs, estimates, planting schemes and present them to client(s) in a timely and effective manner.
- Understand and implement ways to propose and sell high-quality designs to clients
- Build solid relationships with clients
- Assist Project Manager with change order estimates and revisions as requested
- Assist with other special projects as they may arise
- Apply for permit, when required, prior to construction

#### **Qualifications**

- Bachelor's Degree in Landscape Architecture, Horticulture and Design preferred
- Proficient with computer software programs including MS Office suite (Word, Excel, Outlook and PowerPoint, Sketchup and Dynascape if possible)
- Salesforce knowledge is a plus
- Ability to operate in a fast moving environment
- 5 plus years of experience
- Strong work ethic with customer driven focus
- Ability to communicate at a high level, both oral and written
- Proficiency with spreadsheets, grammar and technology required
- Ability to negotiate skillfully in tough situations with both internal and external groups

### **Conclusion**

This job description is intended to convey information essential to understanding the scope of the job and the general nature and level of work performed by job holder within this job. But, this job description is not intended to be an exhaustive list of qualifications, skills, efforts, duties, responsibilities or working conditions associated with the position