



## SALES & DESIGN CONSULTANT

High-End Landscape Projects

### WHO THIS ROLE IS FOR

This role is built for a confident, persuasive, big-picture thinker who loves selling creative solutions, influencing people, and driving projects from vision to close. You thrive in environments with freedom, momentum, and ownership, not micromanagement or endless admin.

*If you get energy from clients, enjoy shaping ideas, closing deals, and pushing projects forward — this will feel like home.*

### WHAT YOU'LL DO

- Own the client relationship from first conversation through signed contract
- Design and present creative, high-quality landscape solutions that excite clients and close deals
- Build trust quickly and influence decisions through confident, consultative selling
- Develop project budgets and collaborate with Project Management to maintain profitability
- Actively cultivate referral sources, industry partners, and lead-generation relationships
- Work closely with leadership to improve suppliers, trade partners, and construction methods
- Participate in weekly leadership check-ins focused on results, progress, and support

*You'll set direction, drive outcomes, and delegate details — not get buried in them.*

### WHAT SUCCESS LOOKS LIKE

- Strong close rates on high-value residential or commercial landscape projects
- Clients feel confident, excited, and well-advised
- Projects stay aligned with budget and vision
- You proactively identify opportunities, improvements, and new ideas
- You maintain momentum in a fast-moving, sometimes ambiguous environment

### WHAT WE'RE LOOKING FOR

- 5+ years in landscape sales, design, or construction consulting
- Strong confidence presenting ideas and influencing decisions
- Comfortable making judgment calls and managing multiple projects at once
- Bachelor's degree in Landscape Architecture, Horticulture, or Design preferred
- Working knowledge of SketchUp, Dynascape, or similar tools
- CRM experience (Salesforce a plus)
- Excellent verbal communication; persuasive, optimistic, and decisive



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### WHAT THIS ROLE IS NOT

- Not a detail-heavy drafting or admin role
- Not a highly scripted, micromanaged environment
- Not ideal for someone who prefers routine, predictability, or purely technical work

### WHY YOU'LL LOVE IT HERE

- High autonomy and trust
- Leadership that values initiative and results
- Opportunity to shape projects, relationships, and growth
- Fast-paced, people-driven work with visible impact

### ABOUT CUSTOM ONE

At Custom One, we believe great homes are built by great people. For more than 40 years, we've been putting the custom back in custom—delivering distinctive homes, renovations, and outdoor spaces rooted in craftsmanship, integrity, and innovation.

What sets us apart is simple: we embrace challenges. Our team is passionate about solving complex design and construction problems and guiding clients through every step of their journey—from first concept to final detail. We take ownership of the process, shoulder the stress, and protect our clients' investments with transparency and care.

With integrated divisions in custom homes, renovations, exteriors, and landscaping—and a deep commitment to community through Custom One Charities—we offer more than a job. We offer a place to grow, lead, and help create meaningful spaces where life's best moments happen.