

## **Business Development Specialist, Commercial Landscape Maintenance**

Are you looking to accelerate your sales career? Do you want to be part of a close-knit team and have your voice heard? Can you learn quickly, work efficiently, and drive positive results? Do you like challenges and offering meaningful solutions?

If this sounds like you, then you may be a great fit GT Landscape Solutions!

### **About the Company**

The company began as a small yard care service in McMinnville, Oregon while I was attending Linfield College. The demand for our services quickly increased, and within a few months, we had hired our first employee. We've been growing ever since! GT Landscape Solutions is a full-service maintenance and landscaping company. Our employees now include irrigation technicians, pipe layers, estimators, landscape technicians, equipment operators, and more. We provide our services to clients all along the I-5 Corridor. We have designed and installed landscape projects virtually around the state, ranging from small homeowner renovations to roads and infrastructure from the ground up with our civil division.

From the beginning, we have prided ourselves on professionalism: doing the best job possible for our customers, by listening carefully to what they need and want. We truly love what we do—and it shows! Thank you for your interest in joining our team.

--Scott Friedman, President

### **Purpose and Description:**

Position is responsible to bring a consistent flow of profitable new commercial landscape maintenance business to the company. Maintains and improves the Company's competitive position to increase market share. Identifies and communicates to production any specific customer preferences or requests for service and immediately works to provide solutions to any customer complaints.

### **Major Responsibilities/Activities:**

1. Sell landscape management contracts that include mowing, chemical, horticultural services, irrigation, and/or snow removal to property management companies, commercial property owners, multi-unit residential properties, and large single dwelling properties, to meet or exceed sales goals.
2. Coordinate sales efforts with our marketing team and those in other divisions to increase market share. Assist in goal setting and planning.
3. Prospect for new business, developing relationships with industry trade groups, commercial developers, property owners, portfolio managers and others. Plans and maintains adequate cold and warm calls/leads to cover the market.
4. Supports account management in securing renewals and selling additional contracted work as needed.

### **Success Behaviors:**

1. Energetic self-starter and demonstrates initiative
2. Tenacity
3. Excellent communication and interpersonal skills
4. Excellent organizational skills, self and others

5. Excellent time management skills
6. Keen eye for detail requirements of estimating and preparing proper bid
7. Company Sales and growth oriented
8. Service and teamwork oriented
9. Customer centered and focused
10. Technically competent and skilled

**Minimum Qualifications & Educational Requirements:**

1. Bachelor's Degree (preferred) -or-
2. Professional Certification pertaining to sales -or-
3. 3-5 years Industry Specific Experience
4. Proficient with computers and common workplace software programs.
5. Oregon Driver's license

**Salary:** \$50,000.00 annually

**Commission/Bonus:** Total Compensation to equal 8% of gross sales paid in accordance with the company bonus and compensation plan. Bonus Programs + other incentives provided on an annual basis.

**Benefits:** Medical, Company phone, 401k, Company Vehicle or allowance, company paid fuel, PTO, tuition reimbursement.