



Residential Sales Associate

Garden Design, Inc. is seeking an experienced and enthusiastic Residential Sales Associate to join our employee-owned team. This position requires you to grow our residential landscape and outdoor construction services in the Dallas-Fort Worth region.

Primary Duties & Responsibilities:

- Be a successful landscape and outdoor living sales representative eager to both maintain and attract new residential clients.
- Have extensive plant knowledge and horticultural practices.
- Understand outdoor construction and design including arbors, pergolas, patios, outdoor kitchens, etc.
- Conduct face to face meetings with clients at residences.
- Design and propose landscape and outdoor living services.
- Build and maintain professional relationships with clients and builders.
- Prepare sales proposals and contracts and obtains required approvals.
- Work with Project Managers to hand off projects to production.

Education, Experience & Requirements:

- Minimum of 5 years of experience in landscape- outdoor construction industry with extensive design-build experience.
- Bachelor's Degree or equivalent in Landscape Architecture or similar field.
- Effective oral and written communication skills.
- Proficient with computers and technology including tablets and smart devices; Auto Cad experience preferred but not required.
- Must have a proven track record of \$1M+ sales in design-build landscape, irrigation and outdoor construction.
- Ability to prioritize and multi-task in a fast paced environment.
- Strong work ethic.
- Well organized, and capable and willing to multi-task in a fast paced environment.
- Excellent presentation skills in person and on the phone.
- Bachelor's Degree or equivalent in Landscape Architecture or similar field.
- Effective oral and written communication skills.

Garden Design Offers:

- Competitive Compensation Package
- Employee Ownership (100% ESOP)
- Paid Holidays
- Paid PTO
- Profit Sharing Program
- 401K
- Health, Dental and Vision Insurance

About Garden Design, Inc.:

Garden Design, Inc. is a full-service landscape and outdoor living company in Dallas, Houston, San Antonio and Austin. Founded in 1993 in Dallas, Texas, Garden Design has been transforming residential and commercial

landscapes and outdoor living areas with our passionate and award-winning group of landscape designers, landscape and construction professionals.

Garden Design is 100% Employee-Owned. The Garden Design Employee Stock Ownership Plan (ESOP) is an employee benefit which provides company stock exclusively to associates of the Garden Design.

For more information on Garden Design, Inc., visit GardenDesignLandscaping.com