



## Commercial Landscape Sales/Business Development

Positions Available In: Houston & Austin/San Antonio Markets

Garden Design, Inc. is seeking an energetic Commercial Landscape Sales/Business Development Associate to join our employee-owned team. This position requires you to grow our commercial landscape contracting business, manage multiple projects in a fast-paced environment and are a trusted adviser to our commercial contractors and developers.

### **Primary Duties & Responsibilities:**

- Build and maintain professional relationships with decision makers
- Work with prospective customers develop value based solutions
- Connect with existing and past clients to reconnect for new opportunities
- Build and maintain professional relationships with decision makers
- Work at a fast pace environment
- Communicate proactively with decision makers and influencers in multiple market sectors from multi family, industrial, office, retail, etc.
- Have a plan and execute daily reporting contacts to manager
- Work with Project Managers to hand off projects to production

### **Education, Experience & Requirements:**

- Minimum of 5 years of experience in landscape / construction industry with extensive field/ build experience.
- You must have a hunter attitude that develops relationships
- Proficient with computers and technology including Microsoft Office, tablets and smart devices.
- Must have a track record of sales in bid-build landscape, irrigation and outdoor construction.
- Ability to prioritize and multi-task in a fast paced environment
- Strong work ethic.
- Excellent presentation skills in person and on the phone
- Bachelor's Degree or equivalent work experience preferred.
- Local knowledge and contacts in the Houston landscape and construction market is required
- Effective oral and written communication skills.

### **Garden Design Offers:**

- Competitive Compensation Package
- Employee Ownership (100% ESOP)
- Paid Holidays
- Paid Sick & Vacation
- Profit Sharing Program
- 401K
- Health and Dental 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](http://GardenDesignLandscaping.com)

To apply:

Submit the following information to [HR@GardenDesignLandscaping.com](mailto:HR@GardenDesignLandscaping.com)

Email Subject: Commercial Landscape Sales/Business Development

Cover Letter

Resume with complete job history - Explain any gaps in employment.